FORESTRY LIBRARY

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

UNIVERSITY OF MINNESOTA
FEB 3 1970
FORESTRY LIBRARY

Tight Barrel Circled Heading

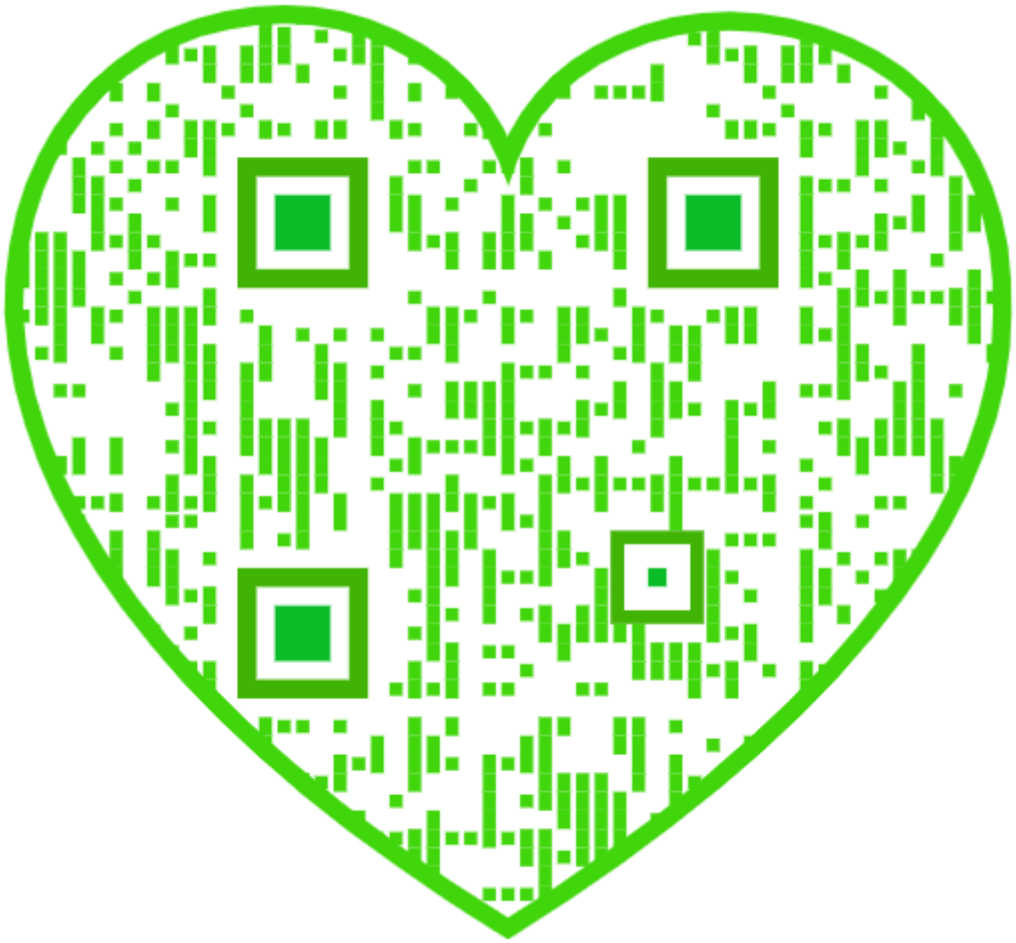
FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

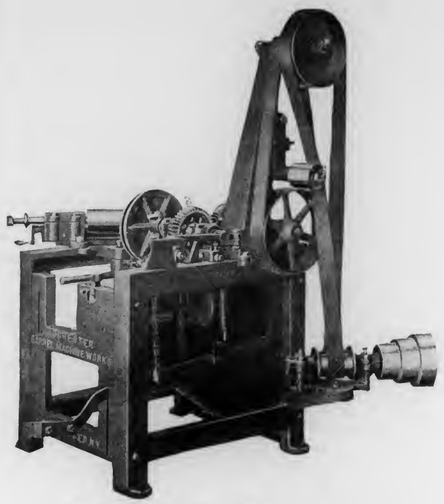
We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson Tennessee

OVER FIFTY YEARS IN THE BUSINESS





No. 5 Heading Turner

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

Catalog upon request

ROCHESTER BARREL MACHINE WORKS

Successor to JOHN GREENWOOD

ROCHESTER -:- NEW YORK

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office.

APPLE BARREL STOCK

Do not wait until the opening of the apple season to place your orders for Apple Barrel Stock. To do so may result in delayed shipments when the stock is most needed and higher prices.

It will be to your advantage to let us contract your 1929 apple barrel stock requirements right now.

Wineman staves, heading, hoops and liners are a guarantee of sturdy apple barrels that satisfy the most exacting customer. Write or wire to our nearest representative for quotations. You will get real service.

Our Established Responsibility is Your Protection

HENRY WINEMAN, JR.
5 Larned West, Detroit

Sales Representatives:
Lewis Metcalf, Middleport, N. Y., J. F. Wilson, Martinsburg, W. Va., O. A. Rockefeller, Germantown, N. Y., Fred T. Mears, Onancock, Va., M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

Pine Heading a Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.

MANUFACTURERS OF

Yellow Pine Lumber and Timber, Hardwood Lumber, Pine Heading, Veneer, Crates, Lath, Etc.

Offer us that Stock on your yard

We are buyers of all kinds of

Staves and Heading

Our years of reputable dealing with the cooperage trade of Great Britain is your guarantee of satisfaction.

Let us have your quotations

TINKLER & WEBSTER, Ltd.
National Bank Building Liverpool, England

Cable Address, "STAVEWOOD"

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

NATIONAL COOPERAGE COMPANY
GOOD WOODEN BARRELS
Sanitary Economical Safe
A PACKAGE FOR EVERY PURPOSE
TIGHT
BARRELS and KEGS
NATIONAL COOPERAGE & WOODENWARE CO.
PEORIA, ILL.
EST. 1854
WOODENWARE COMPANY

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels
All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel Is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins
Tight Barrel Staves
Club Turned Oak and Hickory Spokes
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage (Associated Cooperage Industries) Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

Barrels and Shooks
Cooperage Stock
JERRICO TRADE MARK BARRELS
MANUFACTURERS
495 Manhattan Ave., Brooklyn, N.Y.
STEPHEN JERRY & CO., Inc.

Courtesy Paint, Oil and Chemical Review.

The National Coopers' Journal

Vol. 45 May, 1929 No. 1

IMPORTANT ARTICLES IN THIS ISSUE

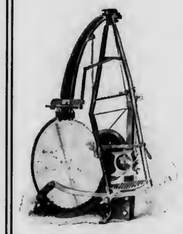
Sugar Refineries of Louisiana Working to Capacity on Imported Raw Sugar 7
Conference on Standardization of Tight Barrels and Kegs.... 9
Editorials 10
Wants in Cooperage Lines..... 11
Silicate of Soda for Interior Coating and Testing of Tight Barrels and Kegs 12
New Cooperage Apple Hamper 17
Predicted Better Business and Prices for Cooperage Trade Rapidly Developing 18
Market Conditions in Barrel Using Industries 19
Missouri River Apple Growers Look for Record Apple Crop.. 20
Freight Container Bureau Proposes New Specifications for Potato Barrels 21

GERLACH MODERN
Stave and Heading Machinery

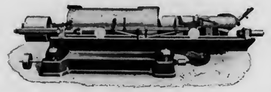
SAWS AND SAW TOOLS

Drag Saws — Stave Crozers
Bolt Equalizers — Heading Saws
Stave Saws — Heading Jointers
Stave Jointers — Heading Turners

Specializing in Complete Plants for Barrels & Kegs



Address:
The Gerlach Co.
1708 COLUMBUS ROAD
CLEVELAND, OHIO



SLACK

STAVES — BARRELS
HOOPS — CASKS
HEADING — KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery *for*

Barrels — Kegs
Staves — Pails
Heading — Drums
Hoops — Cheese Boxes

Complete plants from the log to the barrel

Trevor Patent Jumbo Heading Sawing Machine

NEW "TREVOR"
Sixty-Inch Steel Wheel Heading Jointer

Send for Catalogue and Prices

ALL SIZES 8″ to 24″

QUALITY HEADS ARE BEST

SCIENTIFICALLY MADE FROM SOUTHERN PINE

HEADS - HOOPS - STAVES

C. E. MURRAY
DECHERD - TENNESSEE

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

The National Coopers' Journal

FORTY-FIFTH YEAR — Philadelphia, May, 1929 — $2.00 PER YEAR VOL. XLV, No. 1

Sugar Refineries of Louisiana Working to Capacity on Imported Raw Sugar

Thousands of Barrels in Use by Refiners But There is Plenty of Chance for Increase—Domestic Cane Crop Expected to Produce 250,000 Tons of Sugar—The Cooperage Trade Should Get Busy

The big sugar refiners here are busy, all working on imported raw sugars, and are operating along their usual lines, one week using thousands of barrels and the next week none at all, according to the requirements of their trade. Of course, there is no Louisiana sugar to refine at this time of the year, and the mills that do not operate on imported sugars are closed down, and will remain so until the beginning of winter, when cane grinding starts. Six months may seem a long time in the future, but where business is done on a large scale it is necessary to plan as far in advance as possible, so it is now high time to decide what kind of packages will be used for the coming sugar crop.

Coming Cane Crop Should Produce 250,000 Tons of Sugar

It is impossible to tell from the appearance of a growing crop just what the harvest will be, but the best authority available on Louisiana's sugar crop, Dr. Arthur H. Rosenfeld, Technologist of the American Sugar Cane League, estimates that 225,000 acres of cane have been planted this year in Louisiana. As nearly all of this is of the best improved variety of cane, he estimates that it should produce 250,000 tons of sugar. This means a very high degree of prosperity throughout the "Sugar Bowl;" that the planters will need containers for a vast amount of sugar, and that they will have money to pay for any kind of containers they may see fit to buy. For years their crops were so bad that they were not interested in packages, and for their small requirements used any kind of substitutes that came to hand. Last year they raised a large crop, and while many of them used barrels, there were others who were so far out of touch with the cooperage industry that they used substitutes. This year, with their sugar cane increased by 55,000 additional acres, the question of containers is a very important one.

A Great Opportunity for the Sugar, Molasses and Syrup Barrel

This is not a question of sugar barrels alone, for such a great sugar crop means that there will also be a vast amount of syrup produced, that should call for a great number of tight barrels.

Outside of the "Sugar Bowl" proper there are great fields of cane planted solely for the making of syrup, and in the northern parts of the State there will be a large production of sorghum.

Louisiana is a potential market for vast amounts of cooperage for sugar and syrup during the coming season, but if this business is to materialize it is now high time to look after it. This is a business opening large enough to merit the best attention of the whole cooperage industry.

The Entire Cooperage Trade Should Work for the Wooden Barrel

This is not meant as an invitation to men of other States to rush in and take the business of Louisiana coopers away from them. Louisiana mills and coopers deserve all the trade they can get, and they are entitled to the full co-operation of the entire trade in going after it. Any help given to the trade in one section helps the whole trade. New Orleans men are doing the best they can, but they simply cannot do their territory justice, and need and deserve the aid of the mills in other States in showing the producers of sugars and syrups that the wooden barrel is the best possible package for their products. Every producer of sugar and syrup in the State should be appealed to by personal visit, by direct letters and by printed matter, and should be shown that it is to his own best interest to use wooden barrels, halves and kegs, and that if he is located in easy shipping distance of New Orleans he should give his patronage to New Orleans men, for every order filled by a New Orleans shop or mill is that much help to the trade in general.

It is high time to be booking orders for fall delivery, and if the sugar mills are not willing to order their supplies this far in advance, they should be helped to decide what they will buy when they are ready to place their orders.

Cooperage Trade Has Not Profited in Proportion to Increase in Produce Shipments

Produce shipments are large and numerous, and the barrel is still very much in evidence, many of the largest shippers using it as their standard container. This season has shown a wonderful increase in the bulk of produce shipped, but although the produce barrel trade is good it has not increased with the increase in the bulk of vegetables grown and shipped. The increase in the vegetable package business has gone to the substitute container. The crate and basket business has doubled in volume, but the produce barrel business has done well to hold its own. The older shippers, having tested the barrel, know by years of experience that it is the best package made, but the new shippers, some of them doing business on a large scale, have taken to crates and baskets.

The size and shape of the hamper and basket meet the requirements of certain market men who have never been shown the merits of the tub, made of standard staves of No. 2 grade, used with suitable heads to make it hold certain quantities, but the success of the crate for vegetables seems to be due to a misunderstanding.

Substitute Container Manufacturers Have Taken Advantage of Every Opportunity to Displace Wooden Barrel

The Department of Agriculture, the Association of Commerce and various civic bodies have been doing a good work showing the produce grower that his success depends on the proper grading and packing of his products. This is perfectly correct. The potato shipper puts his small potatoes in one package and his large potatoes in another, for some buyers prefer the large and some the small, and when the sizes are mixed it creates a bad impression. Whether there is any good reason for it or not, it is a fact that the customers in a market will throw aside a bunch of beets that is made up of two large beets and three small beets, and will buy a bunch that is made up of beets that are all large or all small, and so the bunch of mixed sizes will be left unsold. These may seem trivial matters, but it is desirable that shippers should know about them, and also that they should know the most approved methods of handling their products and protecting them from injury and deterioration. To this extent the Department of Agriculture is doing good, but right here is where the crate men have been getting in some fine work by making it appear that the unsatisfactory prices that Louisiana shippers have been obtaining for their vegetables were due to their use of barrels, and for some reason past finding out certain Department workers have actually been advocating the use of that wretchedly inferior package, the crate.

Successful Produce Shippers Use the Wooden Barrel Correctly

There are produce shippers here who have always been successful, because they know their business, and because they have had sufficient discernment to always use the best package made, the barrel, and among these shippers the coopers have an established trade. There are other shippers who have not graded and packed their vegetables properly, and so have not been so successful in marketing their produce, and these men are being misled into believing that their failure is due to their use of the barrel. When a cooper approaches any of these men he is met with the protest, "We have not been getting right prices for our products, and the Department of Agriculture says that we will never succeed until we use crates."

Cooperage Trade Must Make Concerted Effort to Combat Misrepresentation

To an outsider all this would seem too utterly silly for belief, but it is the condition that actually prevails here, and due to this constant misunderstanding of the facts, and to steady misrepresentation, the Southern coopers really are in danger of losing out entirely on the vegetable barrel trade. The JOURNAL'S representative has been keeping in close touch with the vegetable markets, and has been demonstrating barrels at every opportunity, but this desultory work is of little avail. There is immediate need of earnest and systematic work by cooperage men among the produce shippers.

Fruit Dealers Say, "Ship Our Grapes in Kegs"

Several large dealers in fruits when asked their views regarding the kind of packages suitable for grapes, all made the same report. California grapes, in season, reach the markets in ideally perfect packages, kegs made of redwood or Douglas fir, holding something like ten gallons of grapes packed in sawdust. These grapes always reach the consumer without loss or deterioration, but grapes from other sections, where crates and baskets are used instead of kegs, suffer in transit. There was one style of basket, though, that all these dealers approved on account of its size, and that was a certain basket holding about twelve quarts of grapes. These packages suited the trade, they said, and for this reason many large shippers were adopting baskets of this size. They admitted, however, that grapes in these packages did not keep as well as did those in kegs, and the packages themselves were rather flimsy, and subject to damage in handling and in storage.

"How would a candy bucket suit the grape shippers?" they were asked. "It would be exactly right, but might be rather expensive," they replied.

Demonstrate This Package to Grape Growers

It seems to be up to the coopers to supply the grape shippers with the exact package which they need, or think they need. A container made of some standard length of No. 2 staves cut in two, and fitted with a No. 2 head of candy bucket size, so that it will hold about twelve quarts, will exactly meet all the requirements of the grape growers, except those in California, who already have in their redwood or fir kegs, a perfect package.

Howard Rowland Huntington

It is with profound sorrow that the JOURNAL records the passing of one of the most active and progressive members of the cooperage industry, Howard Rowland Huntington, whose death occurred in New York, April 5th, while he was on a business trip to that city.

Mr. Huntington was born in Sandusky, Ohio, August 15, 1875, and received his education in the public schools of Sandusky, Oberlin Academy, Oberlin College, and Harvard University.

His life was very active and eventful. In the gold rush of 1898 he went to Alaska where he served as correspondent of the New York *Evening Post*. Subsequently he was engaged in the building of beet sugar plants in Colorado, Utah and Idaho.

In 1906 he returned to Ohio and took charge of The Sandusky Cooperage and Lumber Company, which enterprise had been operated by his father at Galion, Ohio, since 1894. Subsequently he moved the business to Toledo, and in 1922 moved it to St. Louis, where the company now maintains one of its chief offices.

In 1904 Mr. Huntington married Miss Kathryn Heise, who survives him together with their three children, Helen, now a student at Washington University, Kathryn, now a student at Radcliffe, and Howard W., a student at the Country Day School at St. Louis.

Mr. Huntington was a Knight Templar, a member of the Harvard Club and the Missouri Athletic Association.

The JOURNAL and its staff extend their sincerest sympathy to The Sandusky Cooperage and Lumber Company, in the loss of such a loyal and efficient an officer, and to the immediate family of Mr. Huntington in the bereavement that has come to them.

C. E. Murray Elected President of Sandusky Cooperage and Lumber Company

C. E. Murray, of Decherd, Tenn., has been elected president of The Sandusky Cooperage and Lumber Company, by its Board of Directors, to succeed the late president, Howard R. Huntington.

Mr. Murray, who is a heading manufacturer of many years' experience, has been a director of the company since 1924, during which time he has been active in the conduct of its affairs and operations.

Mr. Huntington has been succeeded on the Board of Directors by his brother, Warner D. Huntington, vice-president of the Davison Chemical Company; the remaining directors being C. E. Murray, president of Trafford Heading Company, Garland, Alabama; Marianna Cooperage Company, Marianna, Florida, as well as his individual business at Decherd, Tennessee; E. A. Powell, president of Powell Cooperage Company, Memphis; Mr. H. L. LaNieve, of the Cate-LaNieve Company, Memphis, Tennessee, and Mr. Frank L. Mulholland, of Mulholland & Hartmann, Attorneys, Toledo, Ohio.

Mr. Paul C. Gaylord, vice-president of the Virginia Barrel Company, will continue in that capacity, and has also been elected vice-president of The Sandusky Cooperage and Lumber Company in charge of operations. All of these officers and directors have been actively connected with The Sandusky Cooperage and Lumber Company for several years.

575,000 Hogsheads Used in Tobacco Exports of 1928

Washington, April 9, 1929.

Editor, the JOURNAL:

Apropos of the 1928 tobacco crop and the use of hogsheads, I am informed by Mr. B. D. Hill, Tobacco Specialist, Foodstuffs Division, as follows:

"The 1928 crop of tobacco, like all previous crops, was shipped in hogsheads, half-hogsheads and tierces. Half-hogsheads and tierces are only short hogsheads or parts of hogsheads. A small proportion of our exports, especially the cigar tobaccos and a portion of Black Fats, is shipped in cases.

"A very small amount of tobacco is exported in burlap, hogsheads being stripped and split into a number of 'cakes,' this in some cases in order to save the customs duty where levied on container and contents, and in other cases for interior delivery by pack train. It is a safe proposition to estimate the weight of a hogshead of tobacco at 1,000 pounds, and this would show the use of about 575,000 hogsheads in exporting the 1928 crop."

Very truly yours,

A. E. BOADLE,
Lumber Products Specialist,
Lumber Division, Department of Commerce.

Conference on Standardization of Tight Barrels and Kegs

General Meeting of Manufacturers, Distributors, and Users, to be Held in Conjunction With Cooperage Convention in St. Louis, May 16th—Division of Simplified Practice Co-operating

A general conference of manufacturers, distributors and users of tight wooden barrels and kegs will be held in St. Louis, Missouri, on May 16, 1929, in conjunction with the 14th Annual Convention of The Associated Cooperage Industries of America.

This conference will consider the program submitted by the Standardization Committee of The Associated Cooperage Industries of America, in the following order:

1. Outline of procedure for establishing Simplified Practice Recommendation.
2. Presentation of the recommendation.
3. Discussion of the proposed schedule.
4. Vote of approval.
5. Establishment of effective date for the recommendation.
6. Appointment of a Standing Committee.

A Progressive Step in the Right Direction

For some time past, quite a number of the manufacturers of tight cooperage and tight cooperage stock have been trying to stimulate interest in the simplification of cooperage, with the object of eliminating waste and the necessity of manufacturing a variety of sizes of cooperage stock, particularly the class of material used in the manufacture of tight barrels and kegs. It was thought this could be accomplished by selecting a number of different sizes of barrels and kegs generally used by consumers and having same adopted as standards.

At the annual convention of the association held in May of last year a committee was appointed to obtain data covering the different sizes of staves, heads, etc., used in the manufacture of certain kinds of tight barrels and kegs. Based on the results of this survey the following tentative recommendation was developed by the committee for the consideration of the industry.

It is the opinion of this committee, of which Mr. R. W. Rush, of the Allied Barrel Company, Oil City, Pa., is chairman, that the following recommendation is representative of the best thought and practice of the industry and that its approval will do much to better conditions in the industry:

Simplified Practice Recommendation for Tight Cooperage

5-Gallon Size

Length of staves—16½" ...Thickness 5/8"
Diameter, circled heads—10" " 5/8"
Bilge circumference ....38"
Distance from croze to finished end of stave ..... 9/16"

10-Gallon Size

Length of staves—21½"....Thickness 5/8".
Diameter, circled heads—12" " 5/8"
Bilge circumference ....47"
Distance from croze to finished end of stave ..... 5/8"

15-Gallon Size

Length of staves—24".....Thickness 5/8"
Diameter, circled heads—13⅜" " 5/8"
Bilge circumference ....54"
Distance from croze to finished end of stave ..... 5/8"

30-Gallon Size

Length of staves—30" .....Thickness 11/16"
Diameter, circled heads—16⅝" " ¾"
Bilge circumference ....65"
Distance from croze to finished end of stave ..... ¾"

45-Gallon Size

Length of staves—34".....Thickness ¾"
Diameter, circled heads—19¼" " ¾"
Bilge circumference ....75½"
Distance from croze to finished end of stave ..... ¾"

50-Gallon Size

Length of staves—34".....Thickness ¾"
Diameter, circled heads—20½" " ¾"
Bilge circumference ....80½"
Distance from croze to finished end of stave ..... ¾"

57-58-Gallon Size

Length of staves—36".....Thickness ¾"
Diameter, circled heads—21" " ¾"
Bilge circumference ....83½"
Distance from croze to finished end of stave ..... ¾"

The Tight Cooperage Trade is on the Right Track

WASHINGTON, D. C., April 17, 1929

To: All Manufacturers, Distributors and Users of Tight Cooperage and Tight Cooperage Stock.

Gentlemen:

We cordially invite you to attend a general conference on the simplification of sizes of tight barrels and kegs, including the length and thickness of staves, diameter and thickness of heads, bilge circumference, etc.

The Associated Cooperage Industries of America have submitted a tentative recommendation with the request that this Division arrange for a general conference of all interests to consider the details and to adopt a definite Simplified Practice Recommendation. Attached is the agenda for discussion at the meeting.

Your participation as manufacturer, distributor or representative user is necessary to the success of this project, and we should appreciate your having a representative in attendance at this conference. As you know, the effectiveness of a program of this character is dependent upon the wholehearted voluntary co-operation of all concerned.

The meeting will be held in St. Louis, at The Jefferson Hotel, at 9.30 A. M., Thursday, May 16th, in conjunction with the Convention of The Associated Cooperage Industries of America.

Inasmuch as seating facilities will be an important detail of our preparations, we trust that you will favor us with an early acknowledgment of this invitation. However, should you find it impossible to attend, we shall be pleased to refer any written comments or suggestions you might wish to offer regarding the attached program to the conference for consideration.

Cordially yours,
W. E. BRAITHWAITE,
Division of Simplified Practice, Department of Commerce.

J. O. Bailey Now With Henry Wineman, Jr., of Detroit

Henry Wineman, Jr., slack cooperage stock and lumber, Detroit, Mich., has appointed J. O. Bailey, Luray, Va., as representative for the Shenandoah, Va., district to succeed J. F. Wilson. Mr. Bailey has been connected with the cooperage industry for many years, manufacturing pine and chestnut staves, and his experience guarantees real service to Henry Wineman's customers, both new and old, in the Shenandoah section.

Timber Land Sale in Louisiana

The P. W. Holliday Sons Co. (Ltd.), Shreveport, La., has sold the merchantable timber on 3,800 acres of timber land in Iberville Parish, to the Brewer-Nienstedt Lumber Co., of Saginaw, Mich., according to advices from Plaquemine, La. The price was $7.50 per thousand feet for oak, sycamore and elm; $9.50 for gum; $14 for cypress; $11.50 for cottonwood; $10 for ash and $5 for tupelo and other cooperage timber. The company was given seven years to remove the timber.

ESTABLISHED 1885

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

THE APPLE SEASON IS APPROACHING

BOOST THE WOODEN BARREL

As A New Year Begins

WITH this issue THE JOURNAL begins its forty-fifth year as the only paper that is devoted exclusively and wholly to the interests of the cooperage industry, and with a continuance of the same thorough co-operation from cooperage and cooperage stock manufacturers which THE JOURNAL has enjoyed for almost a half century, it looks forward to traveling along the same road of unswerving loyalty and service to the wooden barrel trade that it has trod for so many years.

Reviewing the years that have passed, we find many reasons for gratification—the contacts, fine and lasting, that have been made; the bond of good-will and devotion that was created between the cooperage industry and THE JOURNAL and which bond has grown and strengthened as time moved on, and the personal and business friendships that have developed and thrived these many years—all these things have made THE JOURNAL'S life memorable and its steady efforts on behalf of its chosen industry a pleasure rather than a task.

Looking ahead into the future we see a realization of many of the things for which THE JOURNAL has been working—the development of a closer co-operation between manufacturers of cooperage and cooperage stock—increased and constructive work for the advancement of the wooden barrel—a bigger, better, greater and more prosperous cooperage industry with the adoption of the plans that have been and will be submitted to our trade for the good of all.

THE JOURNAL promises to the wooden barrel and the cooperage trade for the coming years the same wholehearted support and service that has characterized its activities in the past,—that same unselfish desire that has for its goal not the storing up of self-gain, but rather the profits that come from a stabilized, progressive industry in which all concerned are sharing in the benefits accrued from work well done. And so we begin our forty-fifth year!

A Steady Pull—A Hard Pull—A Pull Altogether—Will Mean Much for the Wooden Barrel

WHEN this issue of THE JOURNAL reaches its readers The Associated Cooperage Industries of America will be in Annual Convention, in St. Louis, and the benefits which should accrue to the cooperage trade from this particular convention should be many and lasting.

While the 1929 Annual Meeting will be of great importance to the tight cooperage trade, particularly, inasmuch as a conference will be held between tight cooperage manufacturers and consumers in conjunction with the Division of Simplified Practice to adopt standardized tight barrels and kegs, the meeting will, however, be of special significance, not only to the tight barrel and keg branch but to all groups of the cooperage trade, as the Conference on Simplified Practice and Standardization will be an actual demonstration of the value of co-ordinated action between the cooperage trade and its customers.

That the outcome of the conference will be of value to all concerned there is no question or doubt, and that it will be a forerunner of other conferences between the cooperage trade and consumer industries for the advancement of the wooden barrel, either through the offices of the Association or through individual groups, is almost a foregone conclusion.

As THE JOURNAL has continuously held, it is only necessary for the cooperage industry to gain the attention of the consumer industries to revive old and awaken new interest in the wooden barrel as a shipping container.

By keeping in close touch with shipping container users, the cooperage trade can offset to a very great extent the efforts of the manufacturers of substitutes to win them over to their particular type of package. It is because the cooperage industry has been backward in this particular that the substitute has made inroads into the wooden barrel's fields. We have been content to sit and wait for the container user to come forward with his orders for wooden barrels, rather than going out after them. THE JOURNAL fully appreciates that there are many in the cooperage trade who are on their toes all the time, selling the superior advantages of the wooden barrel, and the business success of these progressives is proof of the statement that if the entire industry will become active in going after business the dull trade periods will grow fewer and fewer.

In a recent conversation with a visiting stock manufacturer THE JOURNAL put this query to its caller. "What is most important to the cooperage trade at the present time?" Our stock manufacturing friend's reply was sincere and immediate. He said: "We must all make more money and there's only one way for us to do it and that is by getting out and selling the wooden barrel to shipping container users." This particular cooperage stock manufacturer believes that the majority in the trade are fast asleep, while their competitors are wide-awake and going after business in an intelligent and intensive way.

For years THE JOURNAL has acted as an alarm clock, as it were, not an intermittent one but a steady "ringer"—in the hope of arousing the whole of its sleeping trade to concerted action on behalf of the wooden barrel—and we are confident we will yet succeed. There is neither sense nor profit in closing our eyes to our shortcomings. Neither is there any reason why, even if we have been asleep so long and so soundly, we should not finally enter the fight for our individual business and the future of our industry at top speed.

As an illustration of what prompt action will do in the race for business, we refer again to the potato container situation in North Carolina. In the April JOURNAL there appeared an article setting forth the wooden barrel publicity effort of two wooden barrel manufacturers in that State to combat the activities of the bag. The result of this publicity, as will be noted in a letter from A. B. Houtz, which appears on this same page, is that with the shipping season only 30 days away there is not one instance of the sack supplanting the wooden barrel in that district, despite the extensive propaganda of the bag man.

As we said above, the conference in St. Louis is the beginning of a development in the cooperage trade that has possibilities of far-reaching value, and it is THE JOURNAL'S earnest wish that not only will the slack branch of our industry follow the lead of the tight cooperage manufacturers, so far as Simplification and Standardization are concerned, but that the cooperage trade as a unit will take hold of the "get together" idea with its consuming public, so that the wooden barrel will be assured of a strong co-ordinated effort to the end of increasing and extending its use. The "Get Together" plan has worked admirably in many other industries, especially in the naval stores field, and there is every reason to believe that it will prove equally as effective and successful in the cooperage trade. All that is needed is concerted action. Let's have it—and then watch results.

Though Weather Conditions May Retard Apple Season Some —It's None Too Early To Go After Barrel and Stock Orders.

THE reports that are reaching THE JOURNAL from the apple-growing districts are that the demand for apple barrels and barrel stock will be later than in previous years. Weather conditions are causing growers and consumers to take a somewhat "watchful waiting" attitude until they have some assurance of what the crop will be.

Nevertheless, it is not too early to begin wooden barrel and stock selling activities in the apple-growing fields. The competition between the wooden barrel and the wooden box, basket, hamper and carton is growing keener with each passing season, and it behooves the cooperage trade to exert every effort to corral the apple growers' business for the wooden barrel, if the already heavy inroads which the substitute containers have made are to be checked.

In many sections the trees have already bloomed, and while there has been some severe weather, it is very likely that there will be more than an average crop of apples this season with a very satisfactory demand for shipping containers.

The wooden barrel is the logical package for apples, and if the manufacturers of cooperage stock and barrels will put forth the necessary effort, there is no doubt but that the wooden barrel will secure the lion's share of the business.

Wants in Cooperage Lines

Burton Ginning & Mfg. Co., Clarksville, Va., wants prices on new and used machinery for manufacturing sawn pine keg staves.

Indiana Quartered Oak Co., East Ave. and 12th Street, Long Island City, N. Y., is in the market for a second-hand Automatic Plug Machine, similar to S. A. Wood's No. 215, with a capacity for making ¼" to 2½" plugs. Address Mr. P. S. Emerson.

A firm in Cape Town, South Africa, is looking for an agency for oak barrel staves and heading. Address No. 37216 Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

Wooden Barrel Publicity Campaign Proving Successful in North Carolina Potato Districts

Elizabeth City, N. C., April 26, 1929.
Editor, THE JOURNAL:

Apropos of our Wooden Barrel Publicity Campaign among potato growers, with the shipping season only 30 days off we see no signs yet of any purchase of sacks in this field.

We feel like you that the barrel men must fight to retain a fair share of their business and while perhaps each type of barrel may require a special advertising campaign for their particular needs and field, yet there should also be a national campaign for general publicity as well.

We would be glad to contribute our share on a national advertising campaign if we could be assured that the man lining it up could really spend the money wisely.

I believe we could make no wiser expenditure than to have a man spend several months on the big receiving warehouse docks of the railroads collecting specific evidence of shipments arriving in bad conditions in sacks, boxes or crates that might have come through if they had been packed in barrels.

In talking with claim agents I learn of these things but they seem reticent to cite specific cases that might be worked up into really good "ads".

We should also have someone reviewing the various tariffs and classifications as affecting movements of commodities in barrels. Rule 5 of the Consolidated Classification provided that when articles, dry or solid, are offered in bags when there is no particular classification of that article in bags, the rate shall be three classes higher than the same article in barrels or boxes. This is a sound sensible rule but when we turn over to pages 449-451 we find the same rate classification applying on almost all kinds of vegetables "in *bags*, barrels, boxes or crates". Someone was asleep when this classification was made putting bag shipments on the same basis as barrels, boxes or crates.

Very truly yours,
A. B. HOUTZ & SONS,
A. B. Houtz, *Manager.*

Silicate of Soda for the Interior Coating and Testing of Tight Barrels and Kegs

Characteristics and Qualities—Method of Production—Proper Mixtures for Testing and Lining Cooperage—How to Obtain Best Results and Guarantee Adequate Coating of Barrels and Kegs

Numerous arts and manufacturers make use of films applied to surfaces to add to their appearance, their durability, or their resistance to some sort of exposure which the underlying material will not stand. Of late years the materials available to make these films have increased in number and made possible the accomplishment of new results. Likewise, new needs have created new markets for the well-known materials, and our knowledge of how to manipulate the liquids from which films can be formed has substantially advanced.

For decorative work cellulose lacquers are now successful where, but a few years since, only paint and varnish were available. Films of metals which the plater formerly did not know how to handle give untarnishing surfaces to our auto trimmings and increased wear to dies and printing plates. Non-corrosive surfaces for industrial use are also to be had in a variety of new ways.

In thinking of the new, however, we sometimes lose sight of the old, and its possibility of better service through better manipulation or improvement in manufacture. Many of the old products have advantages which have not been surpassed. Silicate of soda is such a product.

Silicate of Soda Widely Used in Coating and Testing Wooden Barrels

Films made from silicate of soda are widely used in industry. The cooperage industry, particularly, has found silicate of soda best for certain uses.

Silicate Films Resist Penetration

Silicate films are made from a water solution which dries quickly and offers perfect resistance to the penetration of oil. They are insoluble in all ordinary oils of animal, vegetable or mineral origin. Silicate films can be formed at, or very close to, the surface of wooden barrels, because of the peculiar resistance of liquid silicate to penetrate into wood. Frequent suggestions have been made to saturate wood with straight silicate solution to render it fireproof, but experience has shown that even with high pressure something much less than complete penetration is secured. This is of advantage to the cooper who is thus enabled to produce the resistant film he requires at small expense of material, and when the additional fact that silicate of soda is and always will be a material of low unit cost is considered, results are obtained at a very economical cost.

[Contributed to the JOURNAL's pages by the Philadelphia Quartz Co.]

How Silicate of Soda is Produced

Certain advantages of silicate of soda to the cooper are inherent in its nature. The various grades are made by melting together a good quality of glassmaker's sand and a suitable form of soda in a furnace from which it flows white hot with all the appearance of glass. It is transparent; it can be formed by blowing into various shapes; thin strands of it are flexible like glass; like glass it can be shattered by a blow. The great point of contrast with glass is that with suitable equipment it can be made to dissolve in water. The concentrated water solutions are syrupy. They dry more or less rapidly according to the proportion of sand and soda they contain, and have a glue-like characteristic which is rare among materials of strictly mineral origin and unknown outside the animal and vegetable kingdoms among materials of moderate cost. The glass-like appearance of silicate coupled with its solubility in water account for the name waterglass which was applied by the first commercial manufacturer a little more than one hundred years ago.

Its mineral origin and its method of manufacture account for silicate coming on the market in a perfectly sterile condition. It is non-porous and not subject to the invasion of molds or deterioration by any fermentation process.

Characteristics of Silicate of Soda Film

When silicate is spread out as a film it loses water and tends to revert to its original glass-like condition, but at ordinary temperatures the water cannot be entirely driven off and that which remains imparts a certain degree of resilience to the film. This can best be retained by covering the film soon after it has sufficiently dried by immersing it in oil and thus stopping further evaporation. Under ordinary conditions of drying the film will contain about 20 per cent of water, whereas the commercial liquids may contain about 60 per cent, more or less, according to which of the numerous soluble silicates is used as a starting point. The cooper must face the fact that it is possible to dry silicate films to a point where they will have a tendency to crack if subjected to severe shock and therefore his technic is a matter of some importance.

Silicate of Soda as Used by Cooperage Trade

The grade of silicate best suited for lining wooden barrels to contain cottonseed oil contains about three and a quarter times as much silica as soda. A grade with four times as much is less soluble in water but harder to apply because it thickens greatly on evaporation. The most alkaline liquid grade contains about one and a half times as much silica as soda, it is much more soluble, and sets too slowly for this use. Between the extremes any intermediate can be produced making it possible to meet a variety of working conditions. For many years "N" Brand has stood for the specification which meets the cooper's needs. It has a syrupy consistency, contains about 38 per cent of the dry glass which, expressed on the Baumé scale, ordinarily used in the trade, means about 41°.

Silicate is useful both for testing and for sizing new barrels, tubs or other wooden containers, as well as for reconditioning second-hand packages.

There is no invariable rule for the strength of a silicate solution for testing. Much will depend on the porosity of the wood, but ordinary concentrations between 13° Baumé which is obtained by three measures of water and one of silicate and 24° Baumé obtained from a half-and-half mixture are satisfactory. The silicate solution should be heated near to its boiling point which is only a little above the boiling point of water. For a fifty-gallon barrel it is well to put in between two and five gallons of the hot silicate solution, close the bung hole and agitate till the liquid comes in contact with the entire interior surface of the barrel. A considerable pressure is developed from heating the air in the barrel, and imperfections or leaks are quickly detected by silicate exuding from the defective part. These can be plugged up and the plugs are cemented into place by the adhesive action of the silicate. The excess liquid is then drained off and returned to the heater to which from time to time water is added to replace that lost by evaporation. This treatment requires about a half pound of "N" Brand per barrel and may be followed either by glue lining where that is necessary or by a silicate lining which costs much less and dries more quickly.

Silicate of Soda Solution for Coating or Sizing Barrels

The sizing treatment in contrast with the testing is ordinarily carried out shortly

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

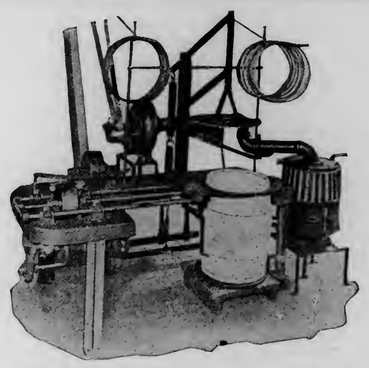
A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

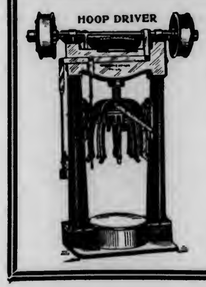
MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

C. M. VAN AKEN COOPERAGE CO.
BUYERS AND SELLERS OF
Staves, Hoops Heading
and
COOPERAGE SUPPLIES
Promptness is our Motto
GOOD STOCK is what we want to buy is what we aim to sell
ADDRESS ALL COMMUNICATIONS
141 Broadway, New York
WASHINGTON LIFE BUILDING



The highest point in machine efficiency is the
"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.
Are You Using a "Perfection?"
MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.



WEIMAR ENGINEERING WORKS
Builders . . of . . Hoop Driving, Barrel Washing and Bung Hole Boring Machines
SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

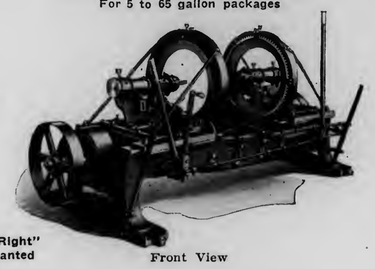
BARREL MACHINERY
Oram
CLEVELAND, O. U.S.A.

IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

LATEST BARREL CROZER
WITH BALL BEARING ARBORS
AND POWER FEED ATTACHMENT
For 5 to 65 gallon packages



Front View

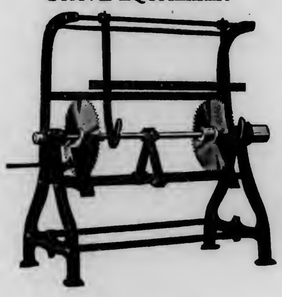
HOOP RIVETING MACHINE

WINDLASS

STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

HEADING PLANER

STAVE EQUALIZER



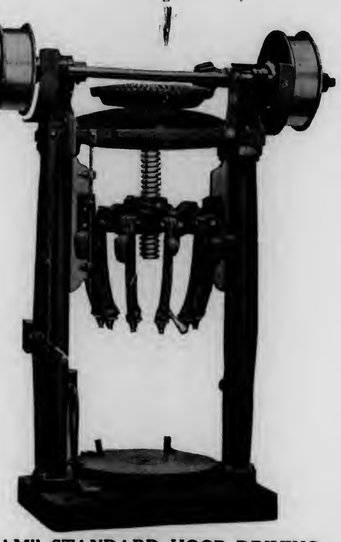
HEADING ROUNDER
Now made with Ball Bearing Arbor

BARREL LATHE

STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE

ROSIN BARREL STAVE CROZER
With Automatic Hopper Feed



"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STAVE JOINTER

HEADING JOINTER AND DOWELLING MACHINE

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

FIFTY-SIX YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Now Ready for Mailing
on Request

Strength and Economy in binding barrels with

American Steel & Wire Company's

WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE,..Miners Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883
433 CALIFORNIA ST., SAN FRANCISCO
CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING
SLACK STAVES AND HEADING
WOODENWARE STAVES
AND
HEADING

EXPORTERS OF
DOUGLAS FIR BARREL SHOOKS

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

before the barrel is filled. A stronger solution of silicate of soda is used. One testing about 35° Baumé cold or about 32° Baumé hot will be right for oak and gum barrels. Like the testing solution, the temperature should be kept near the boiling point in a jacketed vessel, and the loss of water from the silicate as it drains from the barrel and is returned to the tank must be made up by periodic additions of water. The original solution is made up with eight measures of "N" Brand and one measure of water. It is desirable that temperature and draining conditions should be such that the final film does not lie thick on the surface of the wood, but rather is driven by pressure among the fibers near the surface, as thus it is least likely to crack and allow penetration of contents into the wood with consequent wastage.

Method of Silicating Second-Hand Barrels

It is highly desirable that oils which are saponifiable should be free from water when put into silicated barrels, and that the film should be well dried; otherwise a trifling quantity of soap may be formed which tends to cloud the oil. The silicating of second-hand barrels differs from new work only in the necessity of thorough cleansing from original contents. This is best accomplished with a 2 per cent hot solution of caustic soda together with some means of mechanically loosening any matter which may be sticking to the insides of the staves. After the barrels have been cleansed and dried silicate has the advantage of the shortest drying time of any material available for sizing.

Though it is best to do the sizing within a few days of the time the barrels are to be filled, the limit is not closely defined and a week or two often intervenes between sizing and filling. If, however, the sized barrel has been standing empty for a couple of months the sizing operation should be repeated. The amount of silicate used in sizing will ordinarily run between one and a half and three pounds per barrel.

Silicate Films Making Giant Strides in Edible Oils

Silicate works satisfactorily for all edible oils as it does not interfere with their color or flavor, or in any way depreciate their value as food products. For mineral oils silicate testing followed by the more flexible and more expensive glue lining gives the best results for the thin fluid grades. Viscous lubricating oils are satisfactorily held with silicate for both testing and lining.

Open wooden packages such as tubs for lard, are given a single treatment by filling them with hot silicate, allowing them to stand a short time and then draining.

Silicate Films Making Great Strides in Other Industries

Silicate films have of late years been applied also in other industries. The American Chemical Society has recently sponsored the publication of a monograph of four hundred and forty-three pages entitled "Soluble Silicates in Industry" and published by the Chemical Catalog Company, 419 Fourth Avenue, New York. In this book the nature of silicate solutions and their applications in various industries are extensively treated. It is noteworthy that numerous of the scientific men who have reviewed this book for chemical and trade journals have expressed surprise at the variety of things which can be done with silicates of soda.

The Cooperage Apple Hamper

In view of the tendency toward the packing and distribution of food products in smaller packages and considering the need therefore of apple growers and packers for a container of less capacity than that of a standard barrel, the cooperage industry, through its national organization The Associated Cooperage Industries of America, has evolved a new wooden package of one bushel capacity known as the Cooperage Apple Hamper.

That the apple trade will have a sturdy and dependable container to meet their needs so far as a bushel container for the retail trade is concerned, is assured in the new Cooperage Hamper.

The style of this package is somewhat along the lines of a butter tub and is constructed of staves 15 inches in length, with heads 16 inches and 13 inches in diameter; which are placed the same as in a barrel, *i. e.*, set in a croze, thereby giving it the greatest strength. Two wooden hoops and one wire hoop bind it securely.

Regular No. 2, 30-inch slack barrel staves are utilized by cutting them in half and making two short staves 15 inches in length, and we understand stave manufacturers are perfecting a machine for properly crozing the staves and shipping them in 15-inch lengths ready for use.

Owing to its great strength this hamper can also be used for packing and shipping of various other commodities. Very favorable storage charges have been made on this container by cold storage companies and we have been informed that the steamship companies will accept this package for export transportation.

This container is authorized under the provisions of the Standard Container Act of 1928 as embodied in Service and Regulatory Announcement No. 116, U. S. Department of Agriculture, Bureau of Agricultural Economics, and we are quoting below their suggested specifications for the one bushel barrel type hamper which it is felt should be issued as the recommended specifications to be followed in the manufacture of the hamper, so as to insure the correct cubical capacity:

Cubical capacity	2150.42	cubic inches
Outside length of staves	14.91	inches
Average diameter of top head over all	16.11	"
Average diameter of bottom head over all	13.16	"
Inside average depth between heads	12.54	"
Outside circumference midway between heads	48.89	"
Thickness of staves	11/32	"

In order that the manufacturers of this container may take advantage of the provisions of the Standard Container Act, which includes official recognition and approval of the specifications and which would permit such containers to be so marked or stamped, it will be necessary for such manufacturer to file with the U. S. Department of Agriculture, Bureau of Agricultural Economics, Washington, D. C., the specifications therefor and to submit samples for bulk-for-bulk test. Such of these samples as are of satisfactory capacity and which conform to the specifications would be officially approved individually for each manufacturer.

Predicted Better Business and Prices for Cooperage Trade Rapidly Developing

Conditions in Tight Cooperage Trade Continue to Improve—Indications in Slack Branch are for a More Than Average Apple Crop—New Cooperage Apple Hamper Will Enable Coopers to Meet Competition of Substitute Containers

If Present Good Apple Prospects Continue There Should be a Good Demand for Barrels and Barrel Stock This Season

We have just received a letter from our Shenandoah Valley representative, Mr. J. O. Bailey of Luray, Va., which explains the situation in that district regarding the apple crop and the feelings of the trade in regard to buying material.

"I was over to Winchester recently to the wonderful 'Apple Blossom Festival.' The day was pretty chilly and the weather is still cool, nevertheless there was a big crowd and the event was very successful. I talked to a lot of barrel folks but none of them seemed to be ready to buy. They are still afraid they will get a freeze. I also found out that one or two companies were offering gum fruit barrel staves as low as $11.00 delivered. It looks like they are getting nervous but even at this price I do not find any buying.

"I never saw the growers as slow to buy their packages as they are this year, but if the fruit hangs on there will be some business in this section during the next thirty days. My prediction is, if there is a good crop there will be a scramble for cooperage stock and it should bring good prices."

Last month we gave some information of conditions in western New York and with this report on the Shenandoah Valley leaves only the Hudson River district to be described, and we might say we have a letter from our representative there advising that there has been some very cold weather that has retarded the trees, but everything seems to be in good shape. However, there will be very little purchasing of cooperage stock in the Hudson River district or New England States until after the June drop.

Summing up conditions in the East, the buyers of apple barrel material are still uncertain and will not get into the market until the crops are pretty much assured.

FRANK M. SCHERER, *General Mgr.*,
Henry Wineman, Jr., Detroit

Demand for Tight Cooperage Stock Showing Strength—Continued Good Business Expected

The present situation in tight cooperage stock shows no change in production conditions on account of continued heavy rains. The demand, however, has shown perceptible strength during the past two weeks, and while we do not believe there will be any so-called runaway market, yet we do expect from present indication that good business will prevail for several months yet, at least.

We notice from last week's report of the American Railway Association that the car loadings this year are ahead of 1928 and for several periods ahead of 1927. This in itself shows that general business is good.

G. I. FRAZIER, *President*,
G. I. Frazier Company, Memphis.

Eastern Coopers Awaiting Demand From Apple Growers—Month of May Should Bring Better Business

There has never been a time in the history of the cooperage business when there was less excitement in it than during the past month. This statement, of course, applies to Eastern conditions only. As far as the barrel makers are concerned, they have been buying some stock and the shipments covering these purchases have been coming forward as required. The people making barrels for promiscuous purposes have been running somewhat below normal, but not far enough below to cause any uneasiness. The apple barrel manufacturers who have for the last few years been a large factor in slack cooperage consumption have placed but very few orders during the month of April. The shipments which have been going to them are to fill orders placed early in the season, but as far as new business is concerned their attitude has been one of "watchful waiting" and they certainly have waited while they watched.

The apple bloom this year is between two and three weeks ahead of last year. There is always a possibility of a frost during the month of April and the farther advanced blossoms are when a frost strikes them the greater the damage, so it is not surprising that the barrel makers, as well as the orchard owners, should be uneasy when they see the blossoms coming on the trees ahead of schedule. After the first of May the probability of frost will be almost entirely passed and the apple barrel makers can then form an idea as to the additional material that they will need. Even this is not as easy now as it was a few years ago, because after the barrel maker is out of the woods as far as frost is concerned, he must consider the amount of damage that will be done to his business by the use of boxes and baskets.

Certain apple trade is using boxes and baskets successfully and there is no doubt but what this use will continue. Small chain stores are springing up all over the country. In many cases the stores are so small that a few barrels of apples would almost fill the place, while three baskets of apples, which comprise one barrel, would give the store a variety of apples with a reduction of space, and the consumer seems willing to pay the difference in price arising from small purchases. Therefore, it does not make any difference how much cooperage and stock manufacturers object to this mode of shipping apples, the demand for apples in these small packages is certainly going to continue.

However, there is the business from the wholesalers and exporters that the basket and box cannot very well handle, so far as it applies to Eastern apples. No substitute container has given as good results in the wholesale end of the business as the barrel, so it is that branch of the business which the barrel makers are counting on and upon which they are basing their probable requirements, but as you see they cannot arrive at as definite a conclusion now as they could before the advent of the basket and box.

We are looking for further apple barrel orders shortly after the first of May, for I do not believe any freeze we may have will entirely kill the crop and we know that baskets and boxes will not answer for many of the apples grown.

As regards the manufacturing end of the cooperage business, the month of April has been exceptionally true to form as regards weather, so much so that when we look out at the rain, we do not say that it is raining again, but that it is raining yet. This weather has curtailed the output of cooperage stock of all kinds. In the Eastern States this curtailment has meant merely a reduction in output, but in some parts of the West it has meant an entire abandoning of manufacture. If there had been what we might call a good demand for cooperage during the month of April, this part of the country would have seen a decided scarcity of stock, but with the reduced demand the business has been entirely devoid of any excitement because the mills that were operating have easily taken care of the shipments that were required. What we would like to see during the month of May is better conditions at the mills, so they can make more material; and better conditions at the consuming end, so that the extra material will be needed. As far as we can see now it is quite probable that this condition will apply.

C. M. VAN AKEN, *President*,
C. M. Van Aken Cooperage Co.,
New York City.

Improved Demand for Tight Cooperage in Great Britain—Slack Branch of Trade in Healthy Condition

Since Easter there has been quite an improved demand for all classes of tight cooperage. Buying in American cooperage has been quite restricted, however, owing to the advance in prices, but the demand is still fair. There is more inquiry for Memels and more stock has been going into consumption. The outlook is brighter.

Slack cooperage has been a healthy feature with a good demand and an increased consumption. Stocks of Scandinavian and Archangel fir staves are, if anything, below normal and almost cleared up.

Given a fairly decent summer, we look for a good season in the cooperage trade.

J. C. TINKLER,
Tinkler and Webster, Ltd., Liverpool, Eng.

Curtailment of Production in Canada May Result in a Shortage of Stock if the Apple Crop is an Average One

The cooperage business in Canada during the last three months has been extremely quiet, with a minimum amount of flour and sugar barrel stock being used, owing to the more or less off-season in both these industries.

The fruit growers throughout the Province of Ontario are reporting that the winter of 1928-29 being moderate, was most favorable to orchard conditions, and from all accounts there is an exceptionally small amount of damage suffered from mice and rabbits. The trees have come through the winter in splendid shape, with every promise of a heavy crop of blossoms.

As considerable apple barrel stock was carried over from 1928, the mills in Ontario have taken out the smallest cut of logs that have been landed during the last ten years, so if we have even an average apple crop, there will not be sufficient cooperage stock in Canada to take care of the requirements.

The curtailment of operation and production, which is very apparent, will undoubtedly sooner or later result in an acute shortage of cooperage stock, which, in Canada where lumbering operations can only be carried on economically during the winter months, will mean a shortage that will necessitate heavy importations should 1929 produce a heavy crop of apples.

The writer understands that unsatisfactory conditions have prevailed in the cooperage business in the United States, as well as in this country, mills being unable to obtain prices in a good many cases that are sufficient to offset the cost of production, and it is our opinion that something will soon have to be done on both sides of the line, if the few remaining mills are to continue in business.

W. A. FRASER,
Trenton Cooperage Mills, Trenton, Ont.

Naval Stores Exports Show Gain Over Last Year

Exports of naval stores, gums and resins during March were valued at $2,534,460, against $1,471,247 in the same month last year, according to figures just made public by the Department of Commerce. Shipments of these products during the first quarter of 1929 totaled $6,533,452, compared with $4,957,937 in the same period a year ago.

Market Conditions in Barrel Using Industries

No Let-up in Demand for Industrial Chemicals—Prospects for Coming Months Satisfactory to Producers

The month of April has been looked upon, more or less, by producers of industrial chemicals as a month in which could be expected a lowered demand. April, 1929, however, has upset the dope by holding up the volume of business done. There is a question whether any other corresponding month has experienced such heavy shipments as went forward last month.

Moreover, the future looks decidedly favorable, and there is every reason to believe that the movement of chemical commodities will continue actively even through the summer.

Good conditions in consuming industries have kept the market firm, and no great easing off in prices is expected. In fact, the undertone to the market would indicate no easing off at all except in one or two isolated instances.

Soda ash shipments are kept up satisfactorily, while Glauber's-salts is having a good demand at steady prices.

Caustic soda is going forward actively, with stocks not heavy.

Orders for bichromate of soda against existing contracts are of good sized quantities with prices holding to a steady level.

Paint Materials Have Hit a Low Demand Period in the Way of New Business

New business in paint materials recently has not been very active. There is a steady and continuous flow of orders coming in to producers against contracts, but new volume is not so plentiful. This has resulted in a market that is not showing much life.

Construction activities, however, continue to increase, with heavy contracts for all types of building being awarded.

The consumption of lithopone for the first quarter of 1929 compares favorably with the total of 1928. Movements of materials against contracts are good, and in this particular product users are showing a somewhat better interest in spot purchases.

The demand for pigments is not as strong as in former months. Still quotations are unchanged and remain very steady.

There are large quantity orders being sent in for Barytes, but most of these are applied against former contracts. Zinc oxide is also having a fair demand, and a little greater activity is noted in this line so far as new business is concerned than in other lines.

Cottonseed Oil Market Nervous and Jumpy—Considerable Fluctuation in Price

The cottonseed oil industry has been experiencing considerable price fluctuation during the past month. There were reactions which enabled the market to recuperate somewhat, but all losses were not regained. This condition is due to a large extent to the pressure caused by weakness in lard, grains and cotton. A hesitancy on the part of consumers due, no doubt, to the uncertain situation, has also had its effect on this product.

Estimates of the cotton acreage for this year run from 46,000,000 to 50,000,000 acres. The sentiment in oil circles is decidedly on the bearish side, and indications appear to point to a continuation of the present unsatisfactory situation until certain elements which are annoying the trade have been cleaned up. The tariff discussion is one of these.

Vegetable Oil Markets Lack Color—Prices Are Weak With Consumer Interest Tardy

There has been no change to boast of in vegetable oil circles since last month's report. Various oils showed a reflection of the low conditions in cottonseed oil, tallows and grease trades. Consumers have withdrawn interest and this has resulted in price declines. Cocoanut oil has a tendency to ease off in price, with only small orders being placed by consumers.

Crude corn oil is much lower, while olive oil foots are dull and inactive. The demand is limited.

Palm oil seems to be the only bright spot among vegetable oils. The demand continues nominal, and the market is fairly steady, due no doubt to scanty offerings.

Animal Oils Appear to Advantage Compared With Other Oils

Animal oils can be said to be suffering from the same ills as other oils and greases yet there seems to be a little better feeling in these commodities.

Buyers are taking only small quantities of degras, but the demand is active enough to hold the market fairly steady.

Lard oil is having a fair call but only for spot delivery. Prices are holding up at present, but there is need for a great volume of orders to hold quotations firm.

Trade in neatsfoot oil, oleo oils and red

oils may be termed as very quiet. Stearic acid, on the other hand, is enjoying fair sized orders against contracts. There could be a material improvement in the interest displayed by customers in new business.

Tallow and Grease Trade Still in the Slough of Low Demand

There has been no improvement whatever in tallow. In fact any change noted has been a greater weakness in both demand and price.

There has been a decline in quotations and while buyers placed some business at the lower prices, nevertheless the full volume of orders seems to be holding back awaiting further reductions. The market is very much in favor of the buyers at this writing.

Greases, too, are showing very little to make the trade feel optimistic, while the demand for oleo stearine is featureless.

Linseed Oil is Having Satisfactory Seasonal Volume

Linseed oil has come up to the mark for this season of the year. Consumers are taking considerable quantities against current contracts. New business, however, is being held to prompt deliveries, with not very much interest being shown in futures.

The market is holding firm, with the demand from jobbers displaying quite an improvement.

Dairy Exposition to be Held in St. Louis

The National Dairy Exposition will be held in St. Louis, Mo., October 12th to 19th. The exposition presents an opportunity to exhibit and demonstrate the advantages of the wooden barrel as a shipping container for dairy products.

Among Barrel Users

The Florida Turpentine Co., Live Oak, Fla., has been organized with a capital of $75,000. J. W. Gibson, Snead, Fla., is president and M. M. Foxworth, Live Oak, Fla., is vice-president. The new corporation has leased 35,000 acres of land for development.

Douglas Tobacco Company, Douglas, Ga., has let contract for a new stemmery and drying plant.

Falls City Tabocco Company, Louisville, Ky., has been chartered with a capital of $75,000. Hyman Friedberg, 2000 Kenilworth St., Louisville, is among the incorporators.

Talbot Packing and Preserving Co., Easton, Md., has been incorporated by Chas. O. Hall and Edwin G. Cover.

Vancouver Cement Co., Vancouver, B. C., is planning the erection of a new plant at Popelum, B. C.

Naugatuck Chemical Co., Naugatuck, Conn., is erecting an addition to its plant.

General Color Products Co., 2110 Natchez Ave., Chicago, Ill., has awarded a contract for erection of a paint factory.

Franklin Pottery Co., Lansdale, Pa., will erect a two-story factory.

F. W. Fitch Co., 304 15th St., Des Moines, Iowa., will erect a $50,000 soap manufacturing plant.

Galassi Mosaic & Tile Co., 11 Bennett St., Boston, Mass., is erecting a plant at Brigton, Mass.

Jacob E. Decker & Sons, Mason City, Iowa, will erect additions to their meat packing plant to cost approximately $350,000.

Plans for the erection of the plant of the newly formed Metzger Packing Company, Red Bluff, Cal., in the packing district of South San Francisco, are under consideration.

A meat and fish packing plant will be erected at Eureka, Cal., by the Humboldt Packing Company.

Missouri River Apple Growers Look for Record Apple Crop

According to report, the sixth annual apple blossom festival of the Missouri River Apple Growers' Association, held in Doniphan and Atchison counties, Kansas, and Buchanan county, Missouri, April 26th, brought together a great crowd of people interested in all phases of the apple industry, perhaps the largest crowd yet present at this event.

The apple district covered by membership in the association, which is not a marketing organization, but an association of growers designed to improve the industry, produces from 3,000 to 4,000 cars of apples annually. The district covers northeast Kansas, southeast Nebraska and northwest Missouri, centering at St. Joseph. The territory is known as a Jonathan apple district, although all commercial varieties are grown. Jonathans, however, predominate. There are thousands upon thousands of young trees in the area, and this year many of the young orchards will bear for the first time. The new plantings will in a few years boost production to 5,000 or 6,000 cars annually, according to orchard owners who are familiar with the situation in all parts of the district. The area is contiguous to the Missouri River, and the country is hilly, almost like the Ozark regions. The soil is loess, particularly adapted to the growing of fruit.

It looks now as if the record apple crop of all time is in sight this year. The bloom has been heavy on all varieties, virtually every tree in all orchards carrying a full bloom. The eight- and nine-year-old orchards, and those even younger, also carry a remarkable bloom, and with nothing as yet to prevent a good set of fruit, apple growers throughout the territory are looking forward to a record harvest. The time for freezing weather is believed past, conditions for pollenizing were generally favorable, and if the season is normal, there will be a big crop harvested this fall.

Tight Staves Other Than Oak for Algeria

Consul Oscar S. Heizer, Algiers, February 21, 1929

Until quite recently chestnut has been the only material besides oak employed in Algeria in the manufacture of cooperage for the shipment of liquids. Prior to 1914, when the value of Algerian wine was extremely low and the loss of the contents of a hogshead of small importance, chestnut staves were often employed for cooperage instead of the more costly and substantial oak. Now that the value of Algerian wine has appreciated considerably, the use of oak barrels is economically advantageous and no other wood is used for large containers. The use of chestnut staves imported from Yugoslavia, United States, France and Italy is therefore limited to small barrels containing 60 gallons or less which are used in the retail trade. Chestnut staves on the average cost about half as much as those made of oak, but are so inferior that it is not probable any attempts will be made to employ them for large casks so long as the price of the wine remains above 6 cents a gallon. The present price is about 23 cents a gallon.

Attention has been directed to the forests in the French West African colonies in the hope of discovering a wood suitable for cooperage. At present a variety called locally "paletuvier" (mangrove) is being tried out. As the name is loosely employed, the tree can not be identified with certainty. Apparently it belongs to the genus Rhizophora as it has some similar characteristics. The wood can be used for large casks, but is reported to be heavy and hard on tools. So far, about 350 large casks have been manufactured from staves imported from France. Their behavior in ordinary use is being carefully noted by the trade.

Timber Land Deals in Kentucky

The Pinson Fork Lumber Co., through its representative, closed a deal recently at Pikeville, Ky., on 600 acres of timber land along the Pinson Fork of Pond Creek and will start developing. Two saw mills will be installed. In the same section R. C. May and others closed a deal on about 400 acres of timber land—the old W. J. May tract. This will be developed, or the work started, within the present year. Stave mills will be installed on Big Creek where the Big Creek Lumber Co. has purchased about 1,000 acres. Wright & Jones, of Betsey Lane, bought several hundred acres along the left fork of Shelby Creek in Pike County. It is said that development will be deferred until next year.

Freight Container Bureau Proposes New Specifications for Potato Barrels

Survey of Potato Field by Bureau Results in Additions to Agent Dulaney's Tariff to Cover New Types of Potato Barrels That Are Proving Satisfactory as Shipping Containers—Constructive Criticism of New Specifications Will be Welcomed by Freight Container Bureau

The Freight Container Bureau of the American Railway Association, after a thorough and complete study of the various types of potato barrels, has prepared and is distributing specifications covering the types of barrels now used in the Atlantic Coast States for the shipment of potatoes and vegetables.

Potato and vegetable barrels are already described in Agent Dulaney's Container Specification I. C. C. 26. Certain types of satisfactory barrels, however, which are the result of recent developments in manufacture, are not included in the present specifications, therefore it is with the intention of correcting this condition that the Freight Container Bureau made another study of the container situation in the potato and vegetable field, and the new proposed specifications which appear below are the results of the survey. The Bureau invites criticisms and suggestions so that the work may be as correct as possible.

Proposed Specifications for Stave Barrel

DIMENSIONS.

Length of stave, 28½ inches.

Effective diameter of head, 16¾ inches.

Distance between heads, 26 inches.

Circumference of bilge, 64 inches outside measurement.

Thickness of staves, not greater than 4/10 inch.

These dimensions have been established by the United States Government for the Standard Barrel for fruits and vegetables, which has "provided also, that any barrel of different form having a capacity of 7,056 cubic inches shall be considered a Standard Barrel."

CAPACITY.

One United States Standard Barrel of 7,056 cubic inches.

DIMENSIONS OF PARTS.

Staves. Each stave must conform with the above dimension specifications and also be not less than ⅜ inch thick.

Hoops. The top and bottom chime hoops must be standard elm hoops. The other hoops may be either standard elm hoops or No. 11 gauge wire hoops.

Heads. Heads must be made of not more than four pieces of wood. They must be not less than ½ inch thick when not reinforced with battens or not less than ⅜ inch thick when reinforced with one or two battens of dimensions not less than ⅜ inch thick and 6 inches in combined width.

Headliners. Headliners for crozed barrels must be approximately 3/16 inch thick and ½ inch wide and not less than 12 inches long. Headliners for barrels not crozed must be not less than 1/6 inch thick and ¾ inch wide and must completely encircle the barrel head.

Cloth Cover. The cloth cover must be not less than 24 inches square.

WOOD.

The staves and heads must be made of seasoned pine, gum, or wood of equal strength, free from defects that seriously affect their strength, such as knots, cross grain, or decay.

CONSTRUCTION.

The barrel must be made with approximately sixteen staves, six hoops, a wooden bottom head, and a wooden top head or cloth cover.

Each bilge hoop must be driven tightly and evenly towards the bilge and secured in position with six nails, staples, or hoop fasteners; elm hoops must be held with 1-inch nails or 1-inch staples of wire not finer than No. 17 gauge; and wire hoops with hoop fasteners or ⅝-inch hoop staples.

When barrels are manufactured so that bilge hoops cannot be driven tight at time of use, each hoop must be fastened with not less than thirty-two 1-inch nails or thirty-two 1-inch staples of wire not finer than No. 17 gauge.

The wooden top head when used and the wooden bottom head must be held in place (a) by being inserted in a croze not less than 3/16 inch deep, by two 12-inch headliners, and nailed with not less than eight 5d nails driven through hoop and stave and into the head, or (b) by a complete headliner and four 7d or eight 5d nails driven through hoop and stave and into the head.

The 12-inch headliners must be placed across the ends of the head boards and nailed with four 1-inch nails. The complete headliner must be nailed with not less than eight 1-inch nails or eight staples of wire not finer than No. 17 gauge, the nails or staples to be driven through hoop, stave, and headliner and clinched.

The cloth cover when used must be held in place by having the top chime hoop placed over it, driven down tightly, and nailed with eight 1-inch nails.

Proposed Specifications for Veneer Barrel

DIMENSIONS.

Effective diameter of head, 16¾ inches.

Total height, 28½ inches.

Circumference of bilge, 64 inches outside measurement.

CAPACITY.

7,056 cubic inches.

DIMENSIONS OF PARTS.

Shell. The veneer forming the shell or body of the barrel must be not less than ¼ inch thick.

Hoops. All outside hoops must be of elm, except the second bottom hoop which may be of wire not finer than No. 11 gauge. The inside bilge hoops must be not less than 1/12 inch thick and 1¼ inches wide. The inside top hoop must be not less than 1/6 inch thick and 2½ inches wide and may be of one or two thicknesses of veneer. The inside bottom hoop or headliner must be not less than 1/6 inch thick and ¾ inch wide and may be of one or two thicknesses of veneer.

Head. The bottom head must be made of not more than four pieces of wood not less than ⅜ inch thick and reinforced with one or two battens of dimensions not less than ⅜ inch thick and 6 inches in combined width.

Cloth Cover. The cloth cover must be not less than 24 inches square.

WOOD.

The shell and heads must be made of seasoned pine, gum, or wood of equal strength, free from defects that seriously affect their strength, such as knots, cross grain, or decay.

CONSTRUCTION.

The barrel must be made with a veneer shell, six outside hoops, four inside hoops, a wooden bottom head, and a cloth cover.

The outside and inside bilge hoops must be fastened with not less than thirty-two ⅞-inch nails or thirty-two staples of wire not finer than No. 17 gauge, driven through outside hoop, shell, and inside hoop and securely clinched. The second outside top hoop and the inside top hoop, and the bottom outside and inside hoops must be fastened with not less than twelve nails ⅞ inch long or staples of wire not finer than No. 17 gauge driven through both hoops and staves and securely clinched.

The wooden bottom head must be held in place by not less than four 7d nails or eight 5d nails driven through hoop and stave and into the head.

The cloth cover must be held in place by having the top outside hoop placed over it, driven down tightly, and nailed with not less than eight 1-inch nails.

Proposed Specifications for Basket Barrel

DIMENSIONS.

Effective diameter of head, 16¾ inches.

Total height, 28½ inches.

Circumference of bilge, 64 inches outside measurement.

CAPACITY.

7,056 cubic inches.

DIMENSIONS OF PARTS.

Staves. The staves must be made of veneer not less than ⅛ inch thick.

Hoops. All outside hoops must be standard elm hoops except that the bilge hoops may be of veneer not less than ⅛ inch thick and 1⅜ inches wide. Inside bilge and top hoops must be not less than 1/10 inch thick and 1¼ inches wide. Inside bottom hoop or headliner must be not less than 1/6 inch thick and ¾ inch wide and of one or two thicknesses.

Head. The bottom head must be made of not more than four pieces of wood not less than ⅜ inch thick and reinforced with one or two battens of dimensions not less than ⅜ inch thick and 6 inches in combined width.

Cloth Cover. The cloth cover must be not less than 24 inches square.

WOOD.

The staves and heads must be made of seasoned pine, gum, or wood of equal strength, free from defects that seriously affect their strength, such as knots, cross grain, or decay.

CONSTRUCTION.

The barrel must be made of veneer staves, five outside hoops, four inside hoops, a wooden bottom head, and a cloth cover.

The shell of the barrel must be made of two layers of staves so arranged that the staves in one layer cross the staves in the other layer at an angle.

The outside hoops except the top hoop and the inside hoops, must be fastened to the staves with not less than thirty-two 1-inch nails or 1-inch staples of wire not finer than No. 17 gauge, driven through both hoops and staves and clinched.

The wooden bottom head must be held in place by not less than four 7d nails or eight 5d nails driven through hoop and stave and into the head.

The cloth cover must be held in place by having the top outside hoop placed over it, driven down tightly and nailed with not less than eight 1-inch nails.

Comparison of Proposed Specifications With Those Now in Agent Dulaney's Container Tariff

AGENT DULANEY'S CONTAINER TARIFF	PROPOSED SPECIFICATIONS
STAVE BARREL	
Hoops. Four combinations of hoops are specified: a. Six standard Western Hoops. b. Four standard Western Hoops and two wire hoops, these being the second hoops at the top and bottom. c. Four flat metal hoops. d. Two wooden hoops and four wire hoops, the wooden hoops being at top and bottom.	*Hoops.* Top and bottom hoops must be of elm. Other hoops of wire or elm. Note the omission of flat metal hoops which are not used for vegetable barrels.
Heads. Only one type of head is specified, that being ½ inch thick (minimum) and bevel-sawed to fit a croze.	*Heads.* Two types of heads are specified,—one ½ inch thick and the other ⅜ inch thick when reinforced with a batten or battens. Heads must consist of not more than four pieces.
Croze. All barrels to be crozed for wooden heads when used.	*Croze.* The barrel may be either crozed or not crozed. When double wooden heads are used, crozing will probably be used. With cloth covers the bottom head may be crozed or not crozed.
Headliners. Two headliners 8 inches long are specified for each head.	*Headliners.* For crozed barrels there is specified two headliners with minimum dimensions of 3/16 inch x ½ inch x 12 inches. For barrels not crozed there is specified a complete headliner, which is in effect an inside end hoop, minimum dimensions 1/6 inch x ¾ inch.
Staves. No mention is made of stave dimensions except for limiting the size of the standard barrel.	*Staves.* A minimum thickness of ⅜ inch is specified.
Nailing of Hoops. a. Wooden bilge hoops—eight 4d cc nails. b. Metal bilge hoops—securely fastened. c. Wire bilge hoops — 20-gauge wire staples.	*Nailing of Hoops.* a. Wooden bilge hoops—six 1-inch nails or six 1-inch staples. Note the reduction in number of nails and in size of nails, also the inclusion of staples as an alternative. b. Wire bilge hoops—six hoop fasteners or six ⅝-inch hoop staples. c. Wooden bilge hoops, when staves are not tight—thirty-two 1-inch nails or staples. Note that this type of barrel is not mentioned in the present specifications.
Nailing Heads. Each head is to be fastened securely with eight 4d cc nails.	*Nailing Heads.* Eight 5d cc nails are specified, which is the same number of nails, but of larger size than in the present specifications.
Nailing Headliners. Each headliner is to be nailed securely.	*Nailing Headliners.* Twelve-inch headliners are to be nailed with four 1-inch nails; complete headliners with eight 1-inch nails or staples.
Cloth Cover. No size is specified. One wooden hoop must be placed over the cover and it is recommended that two wooden hoops be used when cloth covers are used. Each hoop is to be secured with eight 4d cc nails.	*Cloth Cover.* A cover 24 inches square is specified. A wire second hoop is permitted. The cover hoop is to be nailed with eight 1-inch nails, a reduction in size of nails from present specifications.

VENEER BARREL	BASKET BARREL
	AGENT DULANEY'S CONTAINER TARIFF
Hoops. Outside hoops—six standard Western Hoops. Inside hoops—at top, one 3-inch-wide veneer hoop; at bottom, one standard Western Hoop; and at bilge, two veneer hoops, 3/16 inch x 1¼ inches, in one or two thicknesses.	*Hoops.* Outside hoops—five standard Western Hoops. Inside hoops—of veneer but no sizes given. Inside bottom hoop—to be a "substantial hoop."
Heads. Wooden head ⅜ inch thick and reinforced with batten.	*Cloth Cover.* Same as for Stave Barrel.
Nailing of Hoops. Each hoop fastened to each "stave" with one 1-inch nail or one 18-gauge staple.	PROPOSED SPECIFICATIONS
Nailing of Bottom. Bottom to be nailed with eight 7d nails.	*Hoops.* Outside hoops—five elm or three elm hoops and two veneer hoops, ⅛ inch x 1⅜ inches. Inside hoops—of veneer 1/10 inch x 1¼ inches. Inside bottom hoop—of veneer 1/6 inch x ¾ inch of one or two layers.
Cloth Cover. Same as for Stave Barrel.	*Cloth Cover.* Same as for Stave Barrel.
Hoops. Outside hoops—six elm or five elm and one wire. Inside hoops—at top, one veneer hoop, 1/6 inch x 2½ inches, one or two thicknesses; at bottom, 1/6 inch x ¾ inch, one or two thicknesses; and at bilge, 1/12 inch x 1¼ inches.	
Heads. Same as at present, except of not more than four pieces.	
Nailing of Hoops. a. Top and bottom hoops—twelve ⅞-inch nails or twelve 17-gauge staples. b. Bilge hoops—thirty-two ⅞-inch nails or thirty-two 17-gauge staples.	
Nailing of Bottom. Bottom to be nailed with four 7d nails or eight 5d nails.	
Cloth Cover. Same as for Stave Barrel.	

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

SAVE WITH SAFETY
THIRTY-THREE YEARS SERVING COOPERAGE TRADE

FOR SALE

1—20" B. D. Whitney drum saw
1—Ditto with self-feed attachment
2—Perfection heading-up machines
1—Gerlach double wheel jointer
1—Gerlach single wheel jointer
1—24" B. D. Whitney drum saw
1—24" Gerlach drum saw
1—32" Widdowson foot power stave jointer
1—46" Greenwood foot power stave jointer
1—Trevor stave bolt equalizer
1—Rebuilt Steam Engines, 55-60-75-85 HP
1—Greenwood 36" stave cutter
1—Steam Log unloading outfit
1—Greenwood 50" Pendulous heading saw
1—Rochester No. 3, 60" late type heading jointer
1—Greenwood 60" heading jointer
1—Greenwood heading baling press, power drive
1—Trevor heading baling press, hand power
1—Greenwood 18" heading planer
1—Rochester 24" heading planer
1—Trevor 24" heading planer
1—Gerlach chain feed single stave planer
1—Holmes No. 2 double stave planer
1—Rochester No. 4 heading turner
1—Trevor heading turner
3—New Noble No. 1 barrel heaters
1—Clough & Witt slack barrel crozer
1—Clough & Witt trusser
1—Set Holmes Slack Barrel Machines
1—Bailey 40" right hand exhaust fan
1—Rogers-Buffalo 36" knife grinder
Truss Hoops—all sizes—Prices on application.

All kinds tight barrel, tight stave, tight heading, rosin barrel machines. If you don't see what you want, write us anyway.

NOBLE MACHINE COMPANY
902 Hayden St. Fort Wayne, Indiana

FOR SALE—Two Whitney drums, 20x39 inches, with new blades.
TREXLER COOPERAGE CO.
Allentown, Pa.

MACHINERY FOR SALE

USED and rebuilt machinery for sale. Two Liberty Heading Turners, complete and guaranteed, capacity 12- to 20-inch heads, $75 each. One Whitney 20-inch stave saw, heavy arbor type, drum in excellent condition, but needs new steel, will sell as is for $75, or will have it resteeled at factory at cost. One flat heading or shingle saw with new 38-inch Simmonds saw. This machine is in first-class condition, priced for quick sale, $175.
LIBERTY MACHINE CO.
Liberty, Maine

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.
One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.
A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE

1—Oram Hoop Punching, Flaring and Shearing Machine.
1—No. 24 Holmes Dish Stave Jointer.
1—Oram Large Size Hooper.
1—Large Gerlach Bolt Saw.
2—No. 70 Bung and Bush Machines.
1—No. 15 Holmes Crozer.
1—Glader (Heavy Duty) Double Punch Machine.
1—No. 18 Holmes 24" Heading Planer.
2—No. 19 Holmes Heading Rounders.
1—No. 55 Holmes Stave Bender.
1—No. 17½ Holmes Heading Jointer and Doweler.
2—Pflueger Portland Bush Machines.
3—Oram Post Borers and Bush Machines.
1—No. 110 Holmes Double Spindle Boring and Bush Machine.
2—No. 47½ Holmes Hoopers, 10" Rack.
STOLPER STEEL PRODUCTS CORP.
Fond du Lac Ave. at 33rd St.
Milwaukee, Wis.

POSITION WANTED

WANTED—Position as stave jointer and heading foreman. Understand the upkeep of machinery and grinding of knives; also inspection of staves and heading. Address "Stave," care of "The National Coopers' Journal, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

FOR SALE—Slack barrel cooperage business. Four shops: two Holmes machine shops complete, two hand shops. Well located—nearest competition 200 miles. Over 10,000 acres of apple orchards in territory besides other business. Business under same management past 30 years. Address "Business," care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.
A. B. HOUTZ & SONS
Elizabeth City, N. C.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW

AND

LET THE CONSUMERS KNOW

WHERE TO GET THEIR

WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT
When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.
Largest Exclusive Coopers' Tool Supply House in the World
THE HYNSON COMPANY
Lebanon Illinois

Why?—
Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?
We make new drums and resteel old drums fitting any machine
THIRTY YEARS' EXPERIENCE
Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

New Hampshire Stave & Heading Mill
Manufacturers and Wholesalers
Slack Barrel Kiln Dried Hardwood Heading
Manufactured from beech, birch and maple
Also Hardwood Lumber
NORTH STRATFORD NEW HAMPSHIRE

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. *PHILADELPHIA, PA.*

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack Staves Heading Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

MUTILATED PAGE

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. ..... *
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. 6
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6
Weimar Engineering Works, Philadelphia, Pa. 13

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y. ..... *
Henning, Inc., E., Chicago, Ill. 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... *
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Hynson Company, The, Lebanon, Ill. 24
J. C. Pennoyer Co., Chicago, Ill. ..... *
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. 6
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 4
Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. ..... *
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 24
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 25
Tinkler & Webster, Liverpool, England 3

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio 6
J. C. Pennoyer Co., Chicago, Ill. ..... *
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 24

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... *
Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio 6
Trevor Manufacturing Co., Lockport, N. Y. 6

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio 6
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 25

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 6
Pennoyer Co., J. C., Chicago, Ill. ..... *
Struthers-Ziegler Cooperage Co., Detroit, Mich. 12
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 13
Wineman, Jr., Henry, Detroit, Mich. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio 6
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. 6
Pennoyer Co., J. C., Chicago, Ill. ..... *
Powell Cooperage Co., Memphis, Tenn. 3
Sheahan Co., B. C., Chicago, Ill. 4
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. 2
Struthers-Ziegler Cooperage Co., Detroit, Mich. 12
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Vail Cooperage Co., Ft. Wayne, Ind. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13
Wineman, Jr., Henry, Detroit, Mich. 3

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio 6
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. ..... *
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 16
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 25

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 16
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 16
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Welti & Bro., A. M., Cleveland, Ohio 25

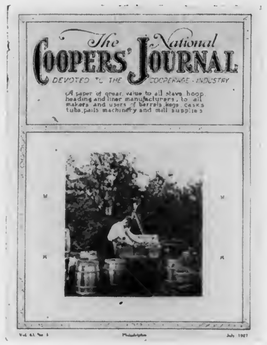
TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... F. C.
Colwell Cooperage Co., New York, N. Y. ..... *
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. ..... *
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24

BUYING POWER !



Just as sufficient horse power is necessary to the operation of your plant, so is the complete coverage of the cooperage industry essential to the success of your selling plan.

You can reach the Buying Power of the cooperage industry better and more profitably through the advertising pages of THE JOURNAL than through any other medium—Because THE JOURNAL is "the publication for the cooperage trade," and the Buying Power of the industry is what it offers to every user of its advertising space.

From the viewpoint of reader interest, THE JOURNAL surpasses all others. When you pick up THE JOURNAL you are reading about the cooperage industry—your industry. Every advertising page carries a message to the cooper or stock manufacturer. The reading text is cooperage. The articles are either defending the wooden barrel or urging the cooperage trade to greater business efforts. The reports from cooperage manufacturers tell the trade how business is, and what the future looks like. Information is given as to conditions in barrel using industries. The editorials are cooperage editorials, and are a guide to the cooperage man in the operation of his business. From every angle THE JOURNAL is the cooperage man's paper. It has that intimate touch that ties it closely to the business of the cooperage and cooperage stock manufacturer.

Logically, and actually, THE JOURNAL is the advertising medium for reaching the cooperage trade. No matter what your product is—whether it be cooperage stock, cooperage, machinery, equipment, belting, tools, or supplies, it will take your message direct to the buying power in the cooperage industry with paying results.

According to all indications, there is a period of prosperous business ahead of the cooperage trade. The volume of sales, both for cooperage and cooperage stock, is growing. Better prices are being obtained, and the prospects are the brightest in some years.

Undoubtedly, there is going to be a decided increase in the purchases made by and for the cooperage trade. You can get your full share of this additional buying power by taking advertising representation in THE JOURNAL'S pages.

Let us tell you more about what JOURNAL advertising will do for the good of your business.

THERE'S NO OTHER LIKE IT

The National Coopers' Journal
PHILADELPHIA

MUTILATED PAGE

FORESTRY LIBRARY

UNIVERSITY OF MINNESOTA
FEB 3 1970
FORESTRY LIBRARY

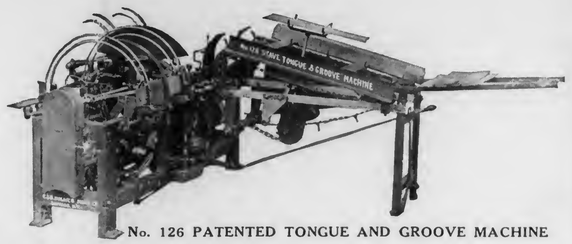
Tongued and Grooved Staves

INSURE

Sound—Non-Leakable Barrels

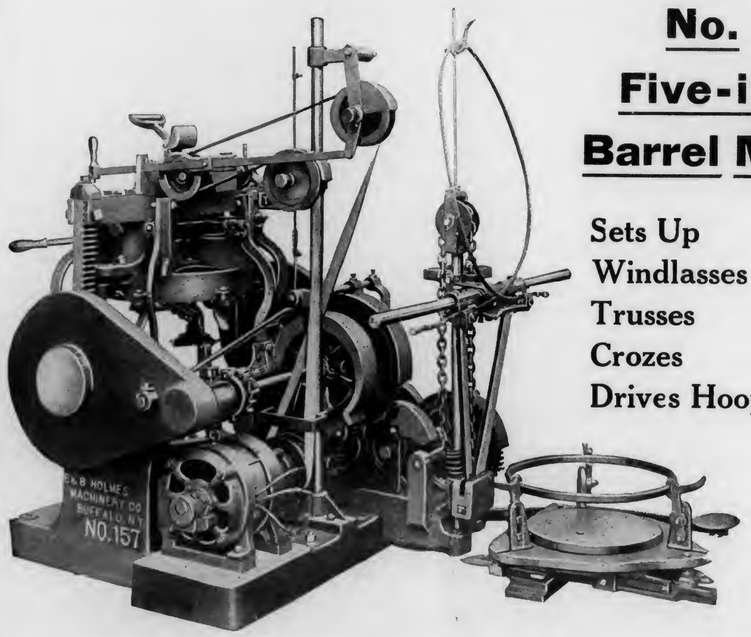
Holmes Machine
Needs Only
One Operator

SAVE { TIME AND MONEY



No. 126 PATENTED TONGUE AND GROOVE MACHINE

E. & B. HOLMES MACHINERY CO.
45 CHICAGO ST., BUFFALO, N. Y.



No. 157
Five-in-One
Barrel Machine

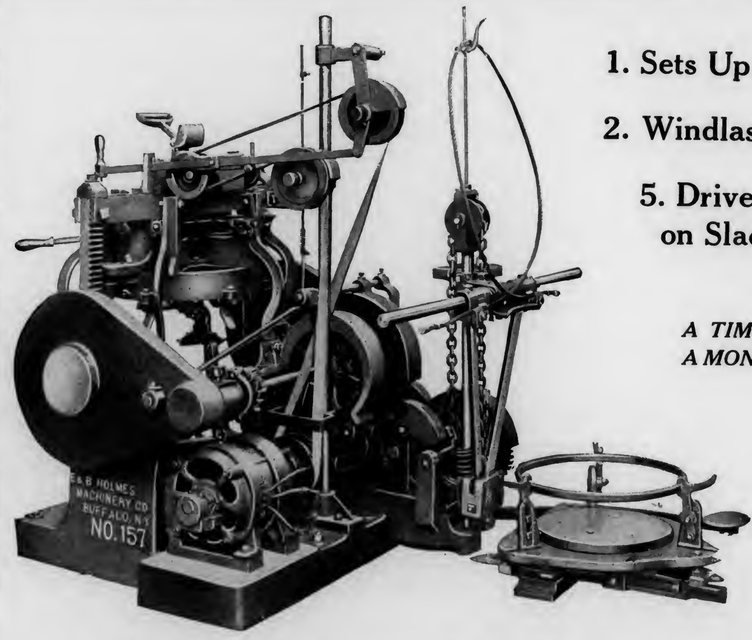
Sets Up
Windlasses
Trusses
Crozes
Drives Hoops

SLACK BARRELS

The National
COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

No. 157 Five-in-One Barrel Machine



1. Sets Up
2. Windlasses
3. Trusses
4. Crozes
5. Drives the Hoops on Slack Barrels

A TIME SAVER—
A MONEY MAKER

FULL PARTICULARS ON REQUEST

E. & B. Holmes Machinery Company
45 CHICAGO ST. BUFFALO, N. Y.

MUTILATED PAGE

Pine Heading
a Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.

MANUFACTURERS OF

Yellow Pine Lumber and Timber,
Hardwood Lumber, Pine Heading,
Veneer, Crates, Lath, Etc.

APPLE BARREL STOCK

Do not wait until the opening of the apple season to place your orders for Apple Barrel Stock. To do so may result in delayed shipments when the stock is most needed and higher prices.

It will be to your advantage to let us contract your 1929 apple barrel stock requirements right now.

Wineman staves, heading, hoops and liners are a guarantee of sturdy apple barrels that satisfy the most exacting customer. Write or wire to our nearest representative for quotations. You will get real service.

Our Established Responsibility is Your Protection

HENRY WINEMAN, JR.
5 Larned West, Detroit

Sales Representatives:
Lewis Metcalf, Middleport, N. Y., J. F. Wilson, Martinsburg, W. Va., O. A. Rockefeller, Germantown, N. Y., Fred T. Mears, Onancock, Va., M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

Tight Barrel Circled Heading

FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson Tennessee

OVER FIFTY YEARS IN THE BUSINESS

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office.

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading
and
COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

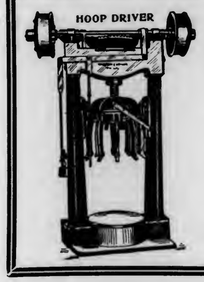
141 Broadway, New York
WASHINGTON LIFE BUILDING

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches



WEIMAR ENGINEERING WORKS

Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**

SPECIAL MACHINES BUILT TO ORDER

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

LET US KNOW YOUR REQUIREMENTS

Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

NATIONAL COOPERAGE COMPANY

GOOD WOODEN BARRELS
Sanitary Economical Safe
A PACKAGE FOR EVERY PURPOSE
TIGHT
BARRELS and KEGS
NATIONAL COOPERAGE & WOODENWARE CO.
PEORIA, ILL.
EST. 1864

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels
All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel Is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

Why?—
Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?
We make new drums and resteel old drums fitting any machine
THIRTY YEARS' EXPERIENCE
Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed Write Us for Prices

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT
When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.
Largest Exclusive Coopers' Tool Supply House in the World
THE HYNSON COMPANY
Lebanon Illinois

Hundred Million Gallons of Tar in Barrels Ordered for British Roads

The National Coopers' Journal

Vol. 45 June, 1929 No. 2

IMPORTANT ARTICLES IN THIS ISSUE

Outlook for Cooperage Trade in Louisiana Very Encouraging 7
Buffalo Flour Barrel Demand Growing 8
Cold and Rainy Weather Has Held Up Cooperage Demand in Louisville Trade 9
Editorials 10
Wants in Cooperage Lines 11
Improvement in British Cooperage Trade Being Maintained.. 11
Fourteenth Annual Convention of The Associated Cooperage Industries of America 12
General Conference on Simplification Program for Tight Barrels and Kegs 20

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... F. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. ..... •
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... F. C.
Hynson Company, The, Lebanon, Ill. 4
Trevor Manufacturing Co., Lockport, N. Y. 16
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... F. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. 16
Weimar Engineering Works, Philadelphia, Pa. 3

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y. ..... •
Henning, Inc., E., Chicago, Ill. 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... •
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... F. C.
Hynson Company, The, Lebanon, Ill. 4
J. C. Pennoyer Co., Chicago, Ill. 16
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Trevor Manufacturing Co., Lockport, N. Y. 16
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 25
Hynson Company, The, Lebanon, Ill. 4
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 16
Trevor Manufacturing Co., Lockport, N. Y. 16

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. ..... B. C.
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 4
Trevor Manufacturing Co., Lockport, N. Y. 16

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 26
Tinkler & Webster, Liverpool, England 26

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio 16
J. C. Pennoyer Co., Chicago, Ill. 16
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala... 4

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... •
Hynson Company, The, Lebanon, Ill. 4
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Stanley Co., The Geo. W., Belleville, Ill. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio 16
Trevor Manufacturing Co., Lockport, N. Y. 16

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... •
Greif Bros. Cooperage Co., Cleveland, Ohio 16
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 25
Jerry & Co., Stephen, Brooklyn, N. Y. ..... B. C.
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 26
Skuse's Cooperage, Rochester, N. Y. 26

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 13
Pennoyer Co., J. C., Chicago, Ill. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 3
Wineman, Jr., Henry, Detroit, Mich. ..... I. F. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Colwell Cooperage Co., New York, N. Y. ..... •
Greif Bros. Cooperage Co., Cleveland, Ohio 16
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. ..... B. C.
Murray, C. E., Decherd, Tenn. 13
Pennoyer Co., J. C., Chicago, Ill. 16
Powell Cooperage Co., Memphis, Tenn. 3
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 26
Smith Lumber Co., W. T., Chapman, Ala. ..... I. F. C.
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Vail Cooperage Co., Ft. Wayne, Ind. 26
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3
Wineman, Jr., Henry, Detroit, Mich. ..... I. F. C.

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio 16
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... F. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 16
Trevor Manufacturing Co., Lockport, N. Y. 16

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York ..... B. C.
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 26

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 13
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 13
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Welti & Bro., A. M., Cleveland, Ohio 26

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... I. F. C.
Colwell Cooperage Co., New York, N. Y. ..... •
Harlan-Morris Mfg. Co., Jackson, Tenn. 26
Hennen Cooperage Co., The, Lake Providence, La. 26
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 26
Ozark Stave Co., Chicago, Ill. 26
Pennoyer Co., J. C., Chicago, Ill. 16
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, June, 1929 | $2.00 PER YEAR VOL. XLV, No. 2

Outlook for Cooperage Trade in Louisiana Very Encouraging

Activities in Barrel-Consuming Industries Augur Well for Cooperage Business—Sugar Refiners Find Tariff Revisions to Their Liking—Many Opportunities to Increase Use of Wooden Barrel

Anyone who cares to look into the state of the cooperage business in the New Orleans section will find a visit to Gretna, just across the river, interesting. On such a trip the first thing the visitor will notice is that neither the makers nor the users of cooperage seem to be playing any favorites. As he crosses to the west bank he is likely to find on the ferryboat the truck of some New Orleans cooper delivering finished barrels to some customer in Gretna, and as he comes back to the east shore he is pretty sure to be accompanied by the truck of a Gretna cooper delivering his products to some customer in New Orleans, the river being no obstacle to the conduct of business.

The big shop of our friends, the Chickasaw Wood Products Corp., of course takes the lead among the barrel makers on the west side, and the merits of their products are sufficient to give them steady business.

Union Stave Company Not Hampered by High Waters

The visitor may have read in the papers that the timberlands up stream are under water, and that all logging operations have ceased, but the Union Stave Co., with its plant just above Gretna, has apparently not heard of this deplorable state of affairs, for its big stave and heading plant is in full operation, with endless cables constantly drawing logs from the river. This is the plant where they make the willow and cottonwood staves and heading that coopers are glad to get, because they are made of timber that is light in weight, light in color and is bright and clean.

Gulf Refining Company Use Wooden Barrels for Their Highest Quality Products

One of the big industries in Gretna that uses barrels is the Gulf Refining Co. On their vast yards and in their great warehouses you will see great mountains of steel drums and some small foothills of wooden barrels. The discrepancy in the numbers of these two styles of packages is so great that at first sight you might think that they were about to abandon the wooden barrel entirely, but if you go back into their filling and shipping rooms you will find that they still use the wooden barrel for their choicest products. In fact the products which they ship in wooden barrels would alone make a considerable business, but their steel drum business is larger still. It would be a good thing all around if they could be induced to reverse the ratio of packages used.

The Wooden Barrel Still Very Visible at Cottonseed Oil Plants

The various cotton oil mills in and around Gretna use all kinds of packages, and in some of them the wooden barrels are greatly outnumbered by other containers, but still if you wish to see wooden barrels filled, handled, stored and shipped in the best modern style you should visit the plant of the Southern Cotton Oil Co. Theirs is a model plant, and a description of their operations would make the best possible selling talk for the tight cooper.

Lard Tubs at Swifts

The best package smaller than the barrel that you can find anywhere is the tub which the Swift people use to contain 60 pounds of their Snowdrift Lard. That is an ideal package, and if it were duplicated in No. 2 slack stock the market people would certainly be glad to use it.

How About the New Cooperage Hamper for Those Smaller Shipments?

There are a great many barrels being used by the produce shippers in New Orleans, and also at the country shipping centres, but the barrel can never be their universal container. For various products and for various classes of their trade they find that the barrel is too large, and has not the shape desired. Most of these produce dealers have found the box and crate unsatisfactory, and while many of them use these substitute containers a still larger number of them prefer baskets and hampers, so the baskets and hampers are gaining ground, in spite of their flimsiness and the constant danger of injury in transit, in storage and in handling.

The package that these men need is the one that is described on page 17 of the May issue of the JOURNAL That is a package of the exact size that the market men and produce shippers need. It holds a known quantity, is convenient to handle, has the right shape for displaying fruit or produce in market stalls, and is so strong that nothing short of a shipwreck or railroad collision is likely to damage it.

Dealers who now use baskets and hampers for moving their stock about in their places of business, and have these flimsy containers go to pieces on them when they need them most, will find in the "Cooperage Apple Hamper" a vessel that will stand the wear and last indefinitely.

Sugar Planters Pleased With New Tariff Provision

It seems to be impossible to devise a tariff that will please everybody the country over, for what helps one industry seems to hurt another, but the new sugar tariff seems to please everybody in this State. The sugar planters here are elated. Everything was coming their way anyhow, and the new tariff will add to their profits and prosperity. They will now be able to buy the best packages made, and the cooperage industry should keep the merits of the wooden barrel before them.

Men who have studied the situation carefully declare that Louisiana's sugar crop in the coming season will reach the 200,000 ton mark, an increase of almost fifty per cent over last year, and almost three times as great as the 1927 crop. The use of sugar and syrup barrels should increase in proportion.

Our old friends, the Godchaux Sugars, Inc., declare that the excellent crop prospects and the benefits derived from the new sugar tariff will enable them to pay regular dividends, not only on their preferred but on all classes of their stock. This concern has a big refinery at Reserve, and sometimes buys large quantities of stock for use in its own shop, sometimes buys its packages from New Orleans coopers, and sometimes uses no barrels at all. It is composed of high class men, desirable customers and offers a good field for missionary work.

1,300 Cars of Produce Over the Southern Pacific Lines

Mr. Joseph Lallande, general freight agent of the Southern Pacific lines, says that his line has handled 1,300 cars of Louisiana produce this season. He can give no figures as to the proportion of this produce that was shipped in barrels, but it may be taken for granted that the coopers along his line have not been doing as well as they should have done. They should turn to making the "Cooperage Apple Hamper," and push the sale of these most desirable packages.

Beverage Company Increases Production Facilities

The Union Products Co., maker of various popular soft drinks, has increased its equipment by the installation of $100,000 worth of new equipment. It is to be hoped that this concern, which has been using a good many barrels, will increase its barrel consumption in proportion to its increased business.

New Orleans is preparing to build new headquarters for its Y. M. C. A., and the Coca-Cola Company has come down with a donation of $25,000. This concern has, for sanitary reasons, had its immense tanks lined with silver. The Coca-Cola Co. has always been a large user of cooperage, and there is no better way to show our appreciation of their generosity, enterprise and love of purity and cleanliness than to sell them more and better barrels, thus increasing their prosperity.

Louisiana's Production of Barrel-Using Commodities

According to the figures compiled by one of our leading banks, Louisiana now produces the following commodities, which, as everybody knows, should be handled only in wooden barrels:

Turpentine—2,136,646 gallons per annum.

This would seem to call for some 40,000 barrels, for, although the one-, two- and five-gallon tins have made sad inroads into the turpentine barrel trade in some sections, their effects have scarcely been felt here.

Rosin—40,662,440 pounds.

So this trade may be said to use some 80,000 barrels per annum, for if tin barrels are used for rosin in this State they have not made their appearance on the harbor docks, the wooden barrel being almost the only rosin package in evidence here.

Alcohol—70,403,720 gallons per annum.

This trade should be one of the best possible customers for the cooper, but, unfortunately, it has taken largely to the steel drum. It would certainly be worth while to put the merits of the wooden barrel strongly before the alcohol distillers, and a good place to begin would be with the General Industrial Alcohol Co., of New Orleans, a six million dollar concern that has been allotted by the government permits to manufacture 5,000,000 gallons per annum. There is surely some tight cooper, or tight stock man, who is competent to talk business to a concern of that size.

Allen Cooperage Co. Takes Over Plant at Leachville

The Allen Cooperage Company has succeeded to the business of the Gideon-Anderson Company at Leachville, Ark. The purchasers are making extensive improvements to manufacturing facilities.

Erect New Stave Mill

Ham Lumber Co., Hazelhurst, Ga., will erect a lumber, shingle and stave mill.

Buffalo Flour Barrel Demand Growing

The flour barrel demand has been somewhat larger during the past two or three weeks, and the shops have a fair amount of business on hand, though they say they could do quite a little more than they are doing. Still it is encouraging to find improvement taking place and the cooperage industry getting its share of the prosperity prevailing. Export demand for flour may soon be benefited by a lower freight rate which is expected to go into effect soon, as the result of a petition made by milling interests. As a measure of farm relief a lower rail rate was established on wheat from Buffalo to the seaboard, thus promoting the movement of this grain abroad. Millers pointed out to lower the rate on wheat and not on flour would be to discriminate against the latter, and they have been successful in their appeal for reduction in the flour rate.

There has been a good deal of speculation over the probable effect on Buffalo flour and grain business of the opening of the enlarged Welland Canal, which takes place in 1930, after years of effort and expense to make this a great through waterway. No doubt a large amount of grain will go through the Welland Canal and be handled at the new 5,000,000-bushel elevator which is being built at Prescott, on the St. Lawrence River. Canada proposes to get all the export flour trade possible, and it not only has the grain, but it has some big flour mills, which depend chiefly on export business for their prosperity. But Buffalo millers believe that this city is not going to lose its high station as a center of the milling industry. They expect a steady increase in local flour output.

Paint and Varnish Furnishing Quota of Orders for Wooden Barrels

In the tight barrel business quite a number of orders are being placed for paint and varnish barrels, mostly of white oak. This promises to be a good year for the sale of paint in this locality, owing to the campaign which is to be conducted here for several months in the interest of home modernization. A large fund has been raised by lumbermen and various other lines interested in building, and liberal space will be taken in the newspapers to boost the improvement of dwellings by their owners.

Too Early to Predict Size of Apple Crop

Reports that a bumper fruit crop is likely to be seen this year in western New York are a little premature, if not ill-founded. Growers do not look for such a situation to develop, though they say that the weather has been favorable thus far. The outlook is still uncertain and some damage has been done to apples by scab. With regard to the prospects in Orleans County, R. C. Palmer, the Farm Bureau agent, says that in the immediate territory where he is most familiar with conditions he sees no reason to look for a heavy yield. While apples have blossomed well and presumably have not been damaged by the frosts, except for a few early varieties, there is considerable evidence of scab, and injury has occurred from the rosy aphis. He believes the crop may not be much different than those for the past few seasons, which have been low in quantity. Cherries may have been somewhat damaged by the frost and will suffer from the leaf borer, which has been a pest for several years.

The Quaker City Cooperage Co. reports some recent improvement in the flour barrel trade and expects that this month's business will be considerably better than the preceding month.

The Allied Barrel Sales Co. states that the keg demand is starting up in fairly active manner and that quite a number of barrels are also being sold.

A. E. Boadle, Lumber Division, Department of Commerce, Transferred to Mobile, Ala.

A. E. Boadle, who for some time past has been assistant chief of the Lumber Division, Bureau of Foreign and Domestic Commerce, has been transferred to Mobile, Ala., where he will assume charge of the local office of the Bureau. Mr. Boadle is widely known throughout the cooperage and lumber industries. Mr. Boadle, for a number of years, was engaged in the export lumber business in New Orleans, and his many friends in that section will be glad to welcome him back to his old stamping ground. Besides his long service in the Lumber Division, Mr. Boadle spent a couple of years in Europe as lumber trade commissioner, and his intimate knowledge of the workings of the Bureau at headquarters and abroad, together with his familiarity with the Gulf Coast section, indicates that the people of the Mobile territory are to be congratulated on having his services available to them. L. W. James, whom Mr. Boadle succeeds, goes to Washington to take up duties to which he has been assigned there.

Stave Company Acquires Timber

The H. S. Mabry Stave & Timber Co., Mountain View, Ark., has purchased 3,000,000 feet of white, red and black oak timber in Stone and Baxter Counties, Ark.

Stave Company Incorporates

The Northeast Stave Company has filed articles of incorporation at Mount Olive, N. C., the capital stock being $100,000. The concern will operate one of the largest stave plants in the Carolina territory.

To Erect Stave Plant at Pickens, Miss.

The Alvin Wunderlich Stave Co. has leased 10 acres of land at Pickens, Miss., on which to erect a modern stave and cooperage plant. Operation will begin as soon as the machinery can be installed.

Cold and Rainy Weather Has Held Up Cooperage Demand in Louisville Trade

Volume of Orders, However, on Par With Last Year—Outlook for Food Products Industry Very Good—This Should Mean Better Business for Coopers

Rainy, cold and mean weather is charged with having held back buying of barrels and kegs just a trifle this spring, but taken as a whole volume has probably been fairly close to being on a parity with that of last year for the same period. A number of lines that use packages are busy, and showing increases, especially the paint, varnish and lacquer industries, but unfortunately much of these products are packed in metal containers. The food products packing season has not reached the packing stage as yet, with the possible exception of strawberries, but most of the latter are going into vats for the time being.

Bright Prospects for Food Products Industry

Prospects are for good food products demand a little later on. The Kentucky Vegetable Growers' Association, of Louisville, reports the largest shipments of early vegetables to the Northern consumers that have been made in several years, but greens, bunch goods, cabbage, etc., have been moving either in hampers, baskets or crates. Prospects are for a very good first crop of potatoes, from a somewhat reduced acreage as compared with last year, but of late years only a relatively small percentage of potatoes has been shipped in slack barrels. Indications are for a good cabbage crop, which will probably result in fair activity among the kraut packers. It is too early to tell anything about the pickle crop. It has been too cold and wet for planting over most of the season.

The western Kentucky strawberry crop was considerably reduced by cold, rainy weather, the larger shipping centers failing to get out normal shipments. However, there was a considerable quantity of reasonably priced berries available.

Production of Cooperage Stock Held Within Pounds

Production of cooperage stock has been relatively light on account of Southern hardwood swamp country being full of backwater. While the levees have held, and there is not much if any apprehension felt with regards to floods, at the same time it is felt that there will not be much production for some time, as it is impossible to get timber out, and with the streams as high as they now are, the water can't get out of the low country.

Increased Use of Oak by Lumber Industry May Affect Cooperage Prices

According to reports in the lumber trade oak may become somewhat stronger and the price of oak lumber and timber thus affect cooperage. Rumors are to the effect that there will be a more active demand for oak. It is understood that the automobile body building interests are considering plans for using more oak. They have been using magnolia, maple and elm, along with sound wormy oak principally. More oak is now being used in store fixtures and interior trim than formerly, and the furniture trade is taking more oak. The oak flooring trades are also finding business more active after a long period of dullness over the winter. Very little ash has been used in automotive construction for some time, on account of its high price.

Cooperage Exhibit of Stephen Jerry & Co., Brooklyn, N. Y., at Chemical Show

No Decision as Yet on Atlantic Tank and Barrel Corp. Merger With Hoboken Plant

Rumors have been heard of late in the hardwood lumber and cooperage industries to the effect that the Atlantic Tank and Barrel Corp. might consolidate its tank and barrel production at the Hoboken, N. J., plant, and dispose of the local plant. Inquiries at the company office here brought the response that such a plan had been considered, but nothing definite had been done regarding it. It was indicated that if the company could dispose of its local property to advantage, it probably would consolidate at Hoboken. The Louisville plant is one of the best of constructed plants. The company has an eight-acre property, with all modern brick buildings, three large dry kilns, etc. It was originally the plant of Schwartzwalder & Sons, which in its day was a large manufacturer of beer barrels and kegs. Later the plant was remodeled into a standard barrel plant.

J. N. White, of the Louisville Cooperage Co., remarked that business had been quiet in barrels, kegs and cooperage stock.

Stephen Jerry & Co. Exhibit at Chemical Exposition

Stephen Jerry & Co., Inc., manufacturers of barrels, shooks and cooperage at 495 Manhattan Ave., Brooklyn, N. Y., made a most interesting display at the recent Chemical Exposition, held in the Grand Central Palace, New York.

"Clean Wooden Barrels Assure Cleanliness of Food and Chemicals" was the message impressed upon the thousands of visitors to the Chemical Exposition. The display aroused much interest and inspired many inquiries from manufacturers and others.

"We all know," said Stephen Jerry to the JOURNAL'S representative in commenting on exhibits of wooden barrels at industrial expositions, "that the wooden barrel, properly made, is the best and in the long run, the cheapest container. What we must do, however, is to convince our prospective customers, the buyers of containers, that this is the case. We must have more advertising and more aggressive salesmanship. Our display at the Chemical Exposition was a step in this direction, and we were well pleased with the results."

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

THE APPLE SEASON IS APPROACHING

BOOST THE WOODEN BARREL

Tight Branch of Cooperage Industry Takes Progressive Step In Matter of Standardization

THE JOURNAL is fully confident that any question or doubt as to the value of an Association to an industry that might have been held by members of the cooperage trade was dissipated by the accomplishments of the 14th Annual Convention of The Associated Cooperage Industries of America during its three days' sessions in St. Louis, May 14th, 15th, 16th.

That the Association justified its existence was fully demonstrated at St. Louis. The work done during the Convention cannot help but have a very beneficial effect upon the industry as a whole, for aims achieved will clearly prove to those outside the fold that the future welfare of their individual businesses can only be protected and advanced by the efforts of all working in a unified body.

The one feature of the Convention which stands out from all others was the General Conference of tight cooperage manufacturers and consumers to consider and adopt a set of specifications for tight barrels and kegs that could be pronounced standard for the entire country.

This Simplification or Standardization program which was brought about in co-operation with the Division of Simplified Practice, Department of Commerce, is one that will have a far reaching effect upon the business and profits of every producer of tight stock and cooperage, for it will not only enable the barrel and keg manufacturer to go into the market with his product, knowing that it is a standard for the trade at large, but it will make possible a more steady operation of his plant as well as the plants of the stock men. Heretofore both coopers and stock producers have been faced with the proposition of a number of different sized packages which made it almost impossible to manufacture ahead of the immediate demand without running the danger of large inventories and tied-up capital in the slow moving varieties of stock.

What the new arrangement will mean to the tight cooperage trade in the way of lesser operating costs, and what it will mean to the user of wooden barrels in the way of actual knowledge of the type, size and capacity of the cooperage he purchases, is easy of conception. And again the standardization of tight barrels and kegs will be a boon to consumers of materials shipped in cooperage, for heretofore the capacity of the wooden barrel as a container was an unknown quantity to the ultimate consumer of the material until the goods arrived at his plant, and that this condition caused many arguments and misunderstandings between buyers and sellers will be attested to by the large majority of industrial products manufacturers.

Although the new Simplification program must receive the approval of 80 per cent of the cooperage trade by volume, before it is acceptable as standard practice, there is very little likelihood of a setback in this direction, since it is a foregone conclusion that each and every member of the tight branch of the industry will be quick to realize the vast advantages that can be gained by the adoption of standardized specifications and will immediately place their stamp of approval on the new code.

The date set for the effectiveness of the new standards is July 1, 1930. This forward date not only gives the manufacturers of barrels and kegs sufficient time to care for the necessary details in their plants, but also enables stock manufacturers to clear old stocks and adapt their operating force and equipment to the new specifications. The committee showed its wisdom by this action, as no hardships will then be placed upon either barrel or keg manufacturers or stock producers in the adoption of the Simplification program.

The JOURNAL felicitates the Association on this vital achievement in industrial progress and extends its hearty congratulations to Chairman R. W. Rush and his Standardization Committee, as well as to W. E. Braithwaite, of the Division of Simplified Practice, who acted as chairman of the General Conference, for the full success of a project which will do so much for the wooden barrel's interest in the future. Let the good work continue.

New One-Bushel Cooperage Apple Hamper Is Fine Container and Should Be a Big Business Winner

THE new cooperage apple hamper of one bushel capacity, as announced in the May issue of the JOURNAL, is now a reality. After more than a year of development, experiment, and test by The Associated Cooperage Industries of America, the new apple container is offered to the cooperage trade as a package that will enable coopers and barrel makers to meet the competition of substitute containers in the apple growing fields.

Not only has the new cooperage container an attractive appearance, but it also possesses the same sturdiness that characterizes the wooden barrel, as a shipping container for apples.

The idea of the new cooperage apple hamper, which began as an effort to open up a wider market for No. 2 staves, and to reduce waste in the manufacture of heading and hoops, has resulted in the development of a cooperage package, which, if given sufficient sales force and publicity among apple growers, bids fair to bring back to the cooperage trade much of the apple growers' shipping container business which is now held by the wooden box, basket and other forms of packages.

As pointed out by E. P. Voll, in his talk before the recent cooperage convention in St. Louis, what the apple grower is most interested in for his small shipments is a package that is physically strong and economical in price. In the new cooperage apple hamper the apple grower is offered a package that will not only withstand rough handling and usage, but a package that will prove more economical in the long run than any other bushel container on the market today. Moreover, the new cooperage apple hamper is acceptable to cold storage operators at rates under those charged for other types of containers, and is also acceptable for export shipments.

Every member of the slack cooperage trade who in any way has catered to the apple shipping trade is fully cognizant of the loss of business suffered by the cooperage industry due to the reduction from quantity buying of apples to bushel shipments. The use of the wooden box and basket in the apple field has developed to such an extent that today the protection of the cooperage man's business in that field is a serious matter.

The cooperage trade, without a well organized and sufficiently financed Trade Extension and Promotion Campaign, cannot successfully combat the propaganda of substitute containers, especially in such fields as the apple growing industry, but the industry can go out and meet that competition for the growers' business when it possesses a container that is both superior to the substitutes and is of the same capacity, and in the apple hamper our trade possesses just that kind of a container.

The new cooperage apple hamper, therefore, presents to the cooperage industry a splendid and unfailing opportunity to increase its sales volume not only in the apple growing industry, but in other fields as well. There is no reason why this new package cannot be used for the shipment of produce and other farm products, which today are going forward to the ultimate consumer in boxes, crates, and hampers of less sturdiness than the new cooperage container.

The apple season is rapidly approaching, and while present prospects do not indicate a crop for 1929 as large as the abundant yield of last year, nevertheless there will be an average apple crop, and if weather conditions continue to improve, an excellent crop with a consequent heavy call on shipping container manufacturers. Therefore, right away is none too early to begin pushing the new cooperage apple hamper, additional details concerning which will be found in the Association Convention report in this issue of the JOURNAL. The ground work of publicity for the new container has already been laid by the JOURNAL through special circularizing of its extensive list of apple growers throughout the United States and Canada and we urge upon every member of the cooperage trade, both tight and slack, to talk up the new package, so that the heartening work of E. P. Voll, J. W. Shirrell, inspector for the Association, and other individual members in the introduction of the new cooperage apple hamper, may be productive of the fullest profit to the cooperage industry.

WANTS IN COOPERAGE LINES

"Hoops," care of the JOURNAL, desires to purchase wooden truss hoops for tight barrels.

James Webster & Bro., Ltd., Dock Board Bldg., Pier Head, Liverpool, England, are in the market for 28½" and 30" No. 1 and No. 2 tongued and grooved slack barrel gumwood staves.

A firm in Winnipeg, Canada, is in the market to purchase barrel-closing machines. Address No. 37221 Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

A firm in Buenos Aires, Argentina, desires to act as agent for American manufacturers of wine barrel shooks. Address No. 37854, Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

A concern in Berlin, Germany, is looking for an agency as representative of American manufacturers of barrel and drum cleaning and filling equipment. Address No. 37830, Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

Improvement in British Cooperage Trade Being Maintained

The improvement noted in our last report has been fully maintained.

Although several large shipments of Memel staves have come on the market from Russia, they have been taken up by importers. This shows the confidence of the market. Consumption is good, and now prices are steady and importers and coopers are looking forward to a busy season.

Although several lines of American staves are quiet, the demand is opening, and more inquiries for tight stock are coming forward. Cooperages are fairly busy with no complaints about a shortness of orders, except possibly in the whiskey trade. Even this line, however, shows signs of improvement.

The slack cooperage trade is quite steady, with a good demand. Forward buying is on a larger scale than for some years past. Owing to the cheapness of wheat, the flour barrel trade is likely to be good. On the other hand, the already high prices look like further advancing, owing to the floods in the Southern States in the U. S. A. putting several stave mills under water. A further reason for an expected advance is the rumored purchase of large shipments of flour by Russia. Undoubtedly part of this flour will be shipped in barrels, and this extra demand, coupled with a shortened supply, is bound to have an effect on the market.

GOEFFREY WEBSTER,
Tinkler & Webster, Ltd.
Liverpool, England.

The Associated Cooperage Industries of America
In Fourteenth Annual Convention, St. Louis, May 14-15-16

New President
E. A. POWELL, Memphis

The Fourteenth Annual Convention of The Associated Cooperage Industries of America in St. Louis, May 14th, 15th and 16th, was unquestionably one of the most successful in the history of the organization.

The two outstanding features of the Convention were the adoption of a Simplification and Standardization program by the Tight Branch of the industry, and the introduction for practical use of the new cooperage apple hamper by the Slack Group.

It is very important that every JOURNAL reader studies carefully the result of the General Conference between manufacturers of tight barrels and kegs, and users of tight cooperage, under the chairmanship of W. E. Braithwaite of the Division of Simplified Practice, which conference was held on May 16th in conjunction with the Convention. It was at this conference that standard sizes of tight barrels and kegs were approved and adopted. These standards include tight cooperage from 5-gallon kegs up to 57-58-gallon barrels, and also 200-pound ash pork containers. With the approval of these standards, the tight cooperage trade, through the Association, has taken its place among the progressives in industry. That the results of the Simplification and Standardization program, when accepted by the trade as a whole, will be most profitable to tight cooperage stock manufacturers are a certainty for the advantages to be gained from such a program are many.

Too much commendation can not be extended to Chairman R. W. Rush and his Standardization Committee for the fine work they accomplished, and to W. E. Braithwaite of the Division of Simplified Practice, for his whole-hearted co-operation as chairman of the General Conference.

As to the new cooperage apple hamper, developed under the direction of the Association, this too is an achievement that will have a far reaching effect. All who are in any way connected with the slack end of the trade know of the inroads that have been made upon the barrel man's business in the apple field by substitute containers. With the introduction of the new cooperage apple hamper, which is constructed of slack staves, heading and hoops, the barrel manufacturer has a splendid opportunity to compete successfully with the substitute containers for the small shipment trade of the apple grower. The new cooperage apple container has so many qualities not possessed by other bushel packages, that there is every reason to believe that with the right kind of salesmanship, it will sweep the apple field. Not only is the new container a strong, sturdy package that can be employed for export shipments, as well as domestic, but it is more economical as a container for cold storage purposes.

The adoption of a Simplification program, and the introduction of the new cooperage apple hamper, set apart the Fourteenth Annual from all previous gatherings as the outstanding Convention of the cooperage trade.

Executive Committee Meets

The Executive Committee held its annual session Tuesday, May 14th, at 2.30 P. M., and elected E. A. Powell, Powell Cooperage Company, Memphis, Tenn., President; and L. F. Horn, Union Cooperage Company, St. Louis, Mo., Secretary and Treasurer to succeed C. G. Hirt, who retires from the office.

Full report of the Convention follows:

TIGHT COOPERS' GROUP

The Tight Coopers' Group was called to order by Chairman R. W. Rush, at 10.00 o'clock, Tuesday morning, May 14th.

Mr. Rush announced that the only subject scheduled for consideration at this particular meeting was the approval of the Simplification Program covering the standardization of tight barrels and kegs. He suggested that each item be considered and acted upon separately. This was done, and the following specifications approved for submission to the General Conference between manufacturers and users of tight barrels and kegs on Thursday, May 16th:

5-Gallon Size

Length of staves—17" .....Thickness 5/8"
Diameter, circled heads—10" " 5/8"
Bilge circumference ....38"
Distance from croze to finished end of stave ..... 9/16"

10-Gallon Size

Length of staves—21½" ....Thickness 5/8"
Diameter, circled heads—12" " 5/8"
Bilge circumference ....47"
Distance from croze to finished end of stave ..... 5/8"

15-Gallon Size

Length of staves—24" .....Thickness 5/8"
Diameter, circled heads—13⅜" " 5/8"
Bilge circumference ....54"
Distance from croze to finished end of stave ..... 5/8"

Retiring President
M. L. SIGMAN, Monticello, Ark.

30-Gallon Size

Length of staves—30" .....Thickness 11/16"
Diameter, circled heads—16⅝" " 11/16"
Bilge circumference ....65"
Distance from croze to finished end of stave ..... ¾"

200-Pound Ash Pork Size

Length of staves—30".....Thickness 5/8"
Diameter, circled heads. .17½" " 5/8"
Bilge circumference ....68"
Distance from croze to finished end of stave ..... ¾"

45-Gallon Size

Length of staves—34".....Thickness ¾"
Diameter, circled heads—19⅛" " ¾"
Bilge circumference ....75"
Distance from croze to finished end of stave ..... ¾"

50-Gallon Size

Length of staves—34".....Thickness ¾"
Diameter, circled heads—20½" " ¾"
Bilge circumference ....80½"
Distance from croze to finished end of stave ..... ¾"

57-58-Gallon Size

Length of staves—36".....Thickness ¾"
Diameter, circled heads—21" " ¾"
Bilge circumference ....83½"
Distance from croze to finished end of stave ..... ¾"

The meeting adjourned on motion.

SLACK BRANCH—ALL GROUPS

The meeting of the Slack Branch—All Groups was called to order on Wednesday morning, May 15th, at 10.00 o'clock, by Vice-President George Wunderlich.

The first order of business was the report of the Grade Rules and Specification Com-

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

ALL SIZES 8" to 24"

QUALITY HEADS ARE BEST

SCIENTIFICALLY MADE FROM SOUTHERN PINE

HEADS - HOOPS - STAVES

C. E. MURRAY
DECHERD - TENNESSEE

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883
433 CALIFORNIA ST., SAN FRANCISCO
CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING
SLACK STAVES AND HEADING
WOODENWARE STAVES
AND
HEADING

EXPORTERS OF
DOUGLAS FIR BARREL SHOOKS

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

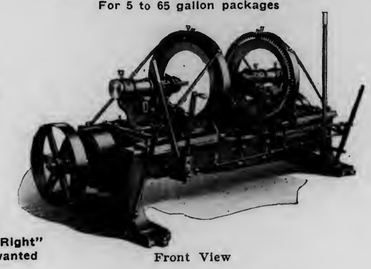
BARREL MACHINERY
Oram
CLEVELAND, O. U. S. A.

IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

LATEST BARREL CROZER
WITH BALL BEARING ARBORS
AND POWER FEED ATTACHMENT
For 5 to 65 gallon packages



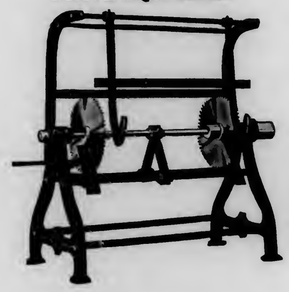
Front View

HOOP RIVETING MACHINE

STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

HEADING PLANER

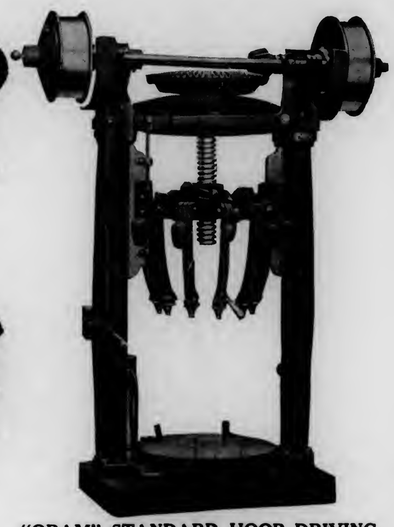
STAVE EQUALIZER



HEADING ROUNDER
Now made with Ball Bearing Arbor

BARREL LATHE

STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted



"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STAVE JOINTER

HEADING JOINTER AND DOWELLING MACHINE

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

ROSIN BARREL STAVE CROZER
With Automatic Hopper Feed

FIFTY-SIX YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

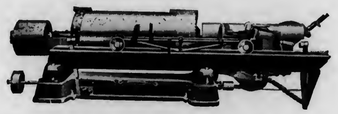
STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Now Ready for Mailing
on Request

SAWYERS LIKE THIS ONE

The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.



26" x 53" SPECIAL STAVE SAWING MACHINE
SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG

THE GERLACH COMPANY
1708 Columbus Road
CLEVELAND OHIO

J. C. PENNOYER COMPANY

AGENTS LOVEJOY KNIVES

Tight Cooperage Stock

Slack Cooperage Stock

Cooperage Machinery

COMPLETE STOCK MEMPHIS

CHICAGO NEW YORK MEMPHIS

TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery *for*

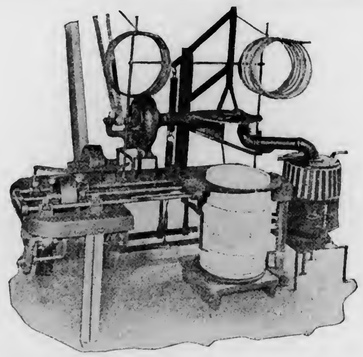
Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes

Complete plants from the log to the barrel

Trevor Patent Jumbo Heading Sawing Machine

NEW "TREVOR"
Sixty-Inch Steel Wheel Heading Jointer

Send for Catalogue and Prices



The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

H. F. NELSON, Memphis
Vice-President, Slack Branch—All Groups

mittee. W. M. Davis, chairman of this committee, reported that but three matters had been submitted for consideration.

Report of Grade Rules and Specification Committee

Mr. Davis read a communication from the secretary pertaining to the estimated weight on slack staves. He informed the meeting that this matter had been brought before the committee and had been studied very thoroughly. He called the attention of the members to the fact that the basis of average weights had been compiled over two periods, and then consolidated. The Grade Rules and Specification Committee after a careful consideration of the subject recommended that as the present published estimated weights are as near correct as possible, that no change be made therein.

E. A. Powell asked if the above was the completed report of the committee.

Mr. Davis replied that the committee recommended no changes in the published estimated weights on staves. He said the committee felt that the weights had been worked out very closely, and that the results of the recent survey did not justify any change.

Burleigh Jacobs, as a member of the committee, took the floor and stated that the committee had taken the standard staves; that is, they compared staves of a general run, standard practice. He acknowledged that there may be cases of especially thick staves or staves cut special; nevertheless, the committee felt that such cases should not be given consideration. In only one instance was there a weight of 14 pounds in excess of the published estimated weight. Where the variation did not exceed 10 or 11 pounds, the committee felt that it was not worth while to make a change, and that the published estimated weights are as near correct as possible.

Mr. Davis pointed out that in the consideration of the estimated weights there were about 33,000,000 staves involved, and it was on these staves that the estimated weights were based. He said that these staves weighed an average of 851 pounds. Mr. Jacobs added that this average was on $1\frac{15}{16}$ inches.

Addressing E. A. Powell, Chairman Davis explained the stand that the committee had taken with reference to the estimated weights: "For instance, take a mill in Louisiana," he said, "where we cut staves 5 to $1\frac{15}{16}$. We state to everybody that the staves are cut that way, and that we will protect the weight on those staves up to 868 pounds, which is in order, and in accord with the scale here, of 840 on 5 to $1\frac{7}{8}$. The 868 is not published, but that is our basis of weight; anything over that we will absorb. That is just exactly what ought to be done by every stave man. If you raise the estimated weight to 875 pounds you will have more trouble with wet staves, and more rejects than you have ever had. I think that every stave man ought to protect the weight. I see absolutely no reason why he should not protect you or me or anybody else on the weight, if you are handling staves on a commission basis. They ought to do it. We would not advocate a change; I would be opposed, and the committee is opposed, to the raising of the weights for that reason. They feel that considerably more trouble will result from overweight staves and wet staves, if you raise your basis."

E. P. Voll agreed with Mr. Davis as to the shipping of wet staves. "However, on the other hand," he said, "there appears to be a growing demand for staves cut 5 to $1\frac{15}{16}$ due more or less to the entrance of

C. E. MURRAY, St. Louis
Executive Committee, Tight and Slack Coopers' Group

tongued and grooved staves." Mr. Voll could not see why there should be any objection to showing the two thicknesses in the estimated weights, it merely being a question of adding another line to the book on Grade Rules and Specifications.

Mr. Davis replied that the committee had no objection to such action whatever, and that these matters are submitted to the Group for approval.

After a little further discussion E. P. Voll made the motion that the report of the committee on estimated weights be accepted with the addition to the Grade Rules that staves cut 5 to $1\frac{15}{16}$ will weigh 860 pounds. On second by T. J. Nash, the motion was carried.

Discussion of No. 1 Moldy and B Grade Staves

The next matter brought forward by the Grade Rules and Specification Committee was that of No. 1 gum moldy staves. Mr. Davis said that this matter was discussed at length by the committee. All the rules and specifications were thoroughly gone over, and it was the opinion of the committee that any further interpretation of a new rule to cover this particular stave will cause confliction, especially with reference to meal staves. Such action would also come in conflict with reference to No. 1 moldy and B grade, as well as No. 2 staves, and the committee expressed its judgment that No. 1 moldy and No. 1B grade are one and the same thing. However, if the slack cooperage trade felt that a definition is desirable, the committee submitted the following suggestion: "No. 1B grade staves shall be of uniform thickness, well equalized and jointed, free from slanting shakes, knot holes and worm holes, and shall consist of good sound workable staves, moderate roughness, stain, mildew or discoloration no defect."

In answer to a query from Mr. Powell asking if the suggestion applied to the B grade, Mr. Davis replied that it did, and the committee thought the proposed ruling would cover both No. 1 moldy and B grade, if adopted.

H. L. LaNieve expressed the opinion that such a stave as covered by the proposed ruling would be practically a No. 1 stave, and that he would object to that as people buying moldy staves now know what they are getting.

Mr. Davis replied that as a matter of fact the committee would much prefer that no additional Grade Rule be incorporated with reference to these staves. Manufacturers know what troubles they have now with such staves, and any new rule would have a tendency to encroach one way or another on the grades already covered. He believed that to make any more additions to the rule book along this line would result in a very unsatisfactory situation.

Mr. Voll Makes a Plea for Specific Rules

Mr. Voll called attention to the fact that there is a growing demand on the part of users for off-grade staves; that is, moldy No. 1 staves, or the No. 1B grade stave. In Mr. Voll's opinion these two classes of staves are entirely different. He explained that he did not make either grade of staves and was not discussing the subject from a personal viewpoint. Nevertheless, there are many consumers of staves who will buy a moldy No. 1 stave, but would not accept in the purchase of such staves a classification such as is proposed as a No. 1B grade stave. Inasmuch as there are still some stave mills without dry kilns there is always a possibility of these mills producing some moldy staves. "If my recollection serves me correctly," continued Mr. Voll, "in the old days these staves practically all went in the 2's. Now, the barrel maker and the stave maker co-operate, and put these staves on a dif-

GEO. WUNDERLICH, St. Louis
Executive Committee, Slack Branch—All Groups

W. E. BRAITHWAITE,
Division of Simplified Practice who acted as Chairman of General Conference

ferent plane, where they bring a better return. They have established a demand for that character of barrel. There are coopers here that I could call on to verify my statement. They want in that package insofar as solidity is concerned and tightness, in fact, everything but appearance, a No. 1 barrel, which you cannot make out of a stave classified as you have expressed it—a No. 1B Grade stave. I think that in justice both to the producer and the consumer, there should be a classification in our grade rules for moldy No. 1 staves, and a separate one for a No. 1B grade stave."

Following Mr. Voll, T. J. Nash asked if there is not already a classification covering No. I moldy staves.

Mr. Davis replied that there is except for the mold, and a No. 1 stave will cover it. Mr. Davis further stated that if there is a manufacturer today who does not know when he has a moldy stave and a bright one, and cannot separate the moldy from the bright and sell the moldy staves where there is a demand for that material, it would be impossible to make any rule that would help him.

Mr. Voll disagreed with Mr. Davis as to this statement.

H. L. LaNieve felt that the suggestion of the committee eliminates the moldy stave, as it refers to a stave that is slightly stained.

Again entering the discussion, Mr. Voll quoted an instance where a customer asked for a quotation on No. 1B grade or moldy staves, and the action which was taken by the manufacturer. He said this particular manufacturer shipped out staves on contract and when the purchaser took exception to them the manufacturer moved the staves away.

Mr. Voll said that he was not criticising either the buyer or the seller for rejecting or taking the staves away, because they were not a No. 1 stave in any way, shape, or form. He explained that through the subterfuge of the B grade there had been included in the shipment quantities of No. 2 staves.

He called upon Paul Gaylord of the Sandusky Cooperage & Lumber Company and the Virginia Cooperage Company for his opinion, inasmuch as these companies use moldy No. 1 or No. 1B grade staves.

Mr. Gaylord said that in the last two or three years it has been their experience, that B grade staves are becoming more and more of a term which could cover a multitude of sins. He felt that there had been a considerable letting down all along the line. It was his opinion that if the term No. 1 moldy staves would fill the bill it should be sufficient for B grade staves also. In other words, anything that will not pass as a No. 1 moldy had better go in as No. 2, where it really belongs. Mr. Gaylord could see no reason for having a No. 1 moldy and a B grade.

E. A. Powell Claims Difference Between Moldy No. 1 and B Grade Staves

Mr. Powell said that as he understood the situation, a moldy stave has to be a strictly No. 1 stave, except that mold is no defect. On the other hand a B grade stave is a stave that is rough; not poor enough for a No. 2 stave and yet not good enough for a No. 1 stave. In addition, it is slightly stained and is inferior to a real No. 1 stave. That difference, in his opinion, makes a rule necessary for those who buy or sell a No. 1 stave willingly, but who do not want B Grade staves and won't take them. They want a strictly No. 1 stave with the exception that mold is no defect, even if the stave be black with mold.

Answering Mr. Powell, Mr. Gaylord stated that if such was the case that the confusion ought to be cleared up. He called attention to the fact that for the past year or two there has been absolutely no differential between the price of No. 1 moldy and B grade staves.

Mr. Powell agreed with the speaker but pointed out that at present there is not only a difference in the price but a difference in the facility with which you can sell the two grades of staves.

Matter of No. 1 Moldy and B Grade Staves Left to Arrangement Between Buyer and Seller

Mr. Jacobs felt that there is no such thing as B grade No. 1 stave recognized in the present Grade Rules. It was taken out in accordance with his recollection so that any one selling a B grade stave today is selling something that is not in the Grade Rules.

"Now a moldy No. 1," said Mr. Jacobs, "is a moldy No. 1 or a good stave. We decided in the committee to definitely take out the clause about solid knots ⅜ inch allowable, which was in the old B grade No. 1 specification a number of years ago, because we felt that if you were going to maintain the quality of your meal grade staves that is where those staves belonged and not in B grade staves. B grade moldy staves should be No. 1 moldy or slightly rough."

Mr. Powell felt that Mr. Jacobs was also confused; that the way they ship staves is No. 1 moldy which is a No. 1 stave with mold on it, no matter how much, and that it is not a B grade stave. Moreover, if the customer demands B grade staves as bright staves and advises them to that effect, he will be shipped bright staves. Mr. Powell said that there are quite a number of users who want B grade staves, but want them bright.

After considerable discussion in which the majority of the members present took part, a motion was made by Al Wunderlich to the effect that the Grade Rules covering these staves remain as at present, and that the matter of moldy staves No. 1 and B grade staves be left for settlement between buyer and seller. This motion was seconded by T. J. Nash, and carried.

H. F. Nelson Elected Vice-President of Slack Branch

The next order of business was the election of a vice-president and a member of the Executive Committee for 1929-1930.

E. P. Voll nominated H. F. Nelson of the

STEPHEN JERRY, Brooklyn, N. Y.
Executive Committee, Tight and Slack Coopers' Group

Ozark Company, Memphis, Tennessee. The nomination was quickly seconded by E. A. Powell, and as the nominations were immediately closed, Mr. Nelson was unanimously elected vice-president of the Slack Branch—All Groups.

The next office for election was that of executive committeman. T. J. Nash nominated the retiring vice-president, George Wunderlich, and on being seconded by E. P. Voll, Mr. Wunderlich was unanimously elected to the office.

E. P. Voll Talks on New Cooperage Apple Hamper

Vice-President Wunderlich called for a discussion on Trade Promotion.

E. P. Voll brought forward the subject of the new cooperage apple hamper. The chairman advised the gathering that his company had received an order for 500 of these new cooperage apple hampers, and that there apparently seems to be no trouble whatever in selling the new package.

E. A. Powell also stated that his company had secured orders and agreed with Mr. Wunderlich that the new apple container was very salable.

Paul Gaylord said he understood that Mr. Voll is all ready to furnish the necessary staves for the new cooperage apple hamper. Mr. Voll explained that they have devised a machine and that if there is any stave manufacturer who wishes to investigate the plant he is welcome to go down to the plant and see just how the machines are working.

"My understanding obtained from consumers of apple containers," said Mr. Voll, "is that they want an economical package that is strong, physically speaking, and weak, financially speaking. The new apple hamper is made, you know, of thirty-inch staves cut in two. In other words, we make a barrel with a sixteen-inch head on the top, and a thirteen-inch head on the bottom, and cut it in half, and then have this new container just as it is. I had some of these packages made up, and submitted them to cold storage people. I have in my office, on file, a letter signed by the cold storage houses, quoting storage prices. The reason that I did that was because some people said. 'Well, you have to get thirty cents for that package, and a basket can be bought for fifteen; you can buy the tub basket for eighteen or twenty cents.' That may be true, but here is what the cold storage man quoted me. I will give the season rates. On barrels, sixty cents; boxes, twenty cents per box, or sixty cents per barrel; in the ordinary everyday

JOHN P. COLLIVER, Ashland, Ky.
Vice-President, Tight Stave and Heading Group

baskets, forty cents per basket, or $1.20 per barrel per year; tub baskets, 30 cents per basket, or 90 cents per barrel per year. For the new cooperage apple hamper the charges quoted are: 25 cents, or 75 cents per year, per barrel, with a possibility of reducing that storage charge later. That makes a saving over baskets of 45 cents per year. Dividing that by three, you have 15 cents per package. I only tell you this as one item in favor of the new container. The idea in getting up this package was that the pine heading man could use small timber in making heading; the hoop man could use a shorter hoop than he is able to sell at the present time; the stave man will find a market for the surplus of No. 2 thirty-inch staves. The consumer will find a package that is strong, and makes a good showing, stores cheaply in cold storage, and is acceptable to steamship companies for transportation, where baskets are not. That is the tale in a nut shell."

Mr. Powell stated that his company is taking a practical step in the way of having 500 cooperage apple hampers made up, and put to practical work. By this method it will be possible to ascertain just what the new container will do, and what the cost will be.

New Cooperage Apple Hamper Will Prove a Great Aid in Reducing Waste in Production

Mrs. Morningstar of Ehrhardt, South Carolina, expressed her opinion on the advantages of the new apple package in the following words: "I am extremely anxious for this apple package to go over, to make something smaller to contain the apple crop of the South. The barrel is too large. If we can get this smaller package, say with a head of thirteen inches, it will take care of our waste timber that we are now selling for stove wood. When we buy timber, we buy it in bulk; say we cut the log sometimes eight feet, or nine and a half, and then we cut seventeen-inch lengths; we get the kiln full of seventeen-inch lengths, and then in the meantime we get an order for fifteen-inch lengths, and there is that waste of timber; whereas if we had the logs cut up in sixteen-foot lengths, which is necessary for handling economically under present conditions, we could make use of the timber with less waste in producing apple containers or cooperage apple hampers. I am extremely anxious to see something placed on the market smaller than the apple barrel so that we can use up our waste timber."

There being no further business before the Slack Branch the meeting adjourned with a rising vote of thanks to the retiring Vice-President, George Wunderlich.

TIGHT STAVE AND HEADING GROUP

Vice-President Travis Smith called the meeting of the Tight Stave and Heading Group to order at 10.30 A. M., Wednesday, May 15th.

The first order of business before this Group was the election of officers.

On motion by James B. Hall, which was seconded, John P. Colliver, W. J. Fell Company, Ashland, Kentucky, was elected vice-president of the Tight Stave and Heading Group for the coming year.

On motion by James B. Hall, the retiring vice-president, Travis Smith, was elected executive committeeman for the year 1929-1930.

Mr. Smith thanked the Group for the honor, and also for the hearty co-operation which the members had extended to him during his term as vice-president. Secretary C. G. Hirt expressed the thought that the Group owed a rising vote of thanks

E. J. KAHN, Peoria, Ill.

to Mr. Smith for the work he had done. Mr. Hirt further stated that he had never had a more willing co-operator than Mr. Smith.

On motion by Mr. Hall, a rising vote of thanks was given to Travis Smith, retiring vice-president of the Tight Stave and Heading Group.

Mr. Hall, referring to the monthly meeting of the Tight Stave and Heading manufacturers, asked that consideration be given to the subject of monthly meetings. He felt that such meetings would create a lively interest and would be prolific of much good. Travis Smith considered such meetings a great help not only to the Association but also to the individual manufacturer's business. He said he would entertain a motion concerning a monthly meeting of the Group at Memphis or any other point convenient to the manufacturers.

Mr. Norton felt that the meetings need not be monthly, but that periodical gatherings of the Group could be had with much benefit resulting to the industry.

Mr. Katz said it was very important that ways and means be adopted to increase the interest, both in the Association and the industry, and he had the idea that the monthly meeting proposition might be the right road to travel.

No final action was taken on this matter, and the meeting adjourned on motion.

L. F. HORN, St. Louis
Elected Secretary-Treasurer

TIGHT AND SLACK COOPERS' GROUP

The joint meeting of the Tight and Slack Coopers' Group was called to order at 1.30 P. M. Wednesday, May 15th, with Vice-President Stephen Jerry in the chair.

The first order of business was the election of officers.

On motion by Burleigh Jacobs, seconded by R. W. Rush, the election of Harry A. Wellford as vice-president of the Tight and Slack Coopers' Group was unanimously carried.

As Executive Committeeman for 1929-1930, Stephen Jerry, retiring vice-president, was unanimously elected.

Addressing the gathering, Vice-President Jerry asked for expressions as to business conditions at present and what the future has in store for the cooperage trade.

Burleigh Jacobs Does Some Real Trade Research and Promotion Work

Rising in response to Vice-President Jerry's request, Burleigh Jacobs said: "Mr. Chairman, I feel that any improvement in business rests a good deal on individual effort, as we have no trade representative showing at the different large conventions which would bring us before the public as an Association, like the Dairy Show, the Purchasing Agents' Show, the Chemical Show, where we formerly exhibited as an Association. With that out of the picture, I think a lot depends on individual effort. I will give you an instance where perseverance and stick-to-itiveness brought us a bit of business that is amounting to about two thousand dollars a month now. One of the large brass rolling mills had the problem of trying to reduce the cost of shipping sheet rolls. Some of these rolls would be about five or six inches in diameter, and from an inch and a half or two inches to three inches in width. You can appreciate that if you take a quantity of that stuff it runs up considerably in weight. For almost a year I worked on a proposition of trying to develop a barrel that would carry such material so as to get away from the expensive box in which they were packing. We finally developed a tongue and groove barrel with a ⅞-inch thick head, and then with a combination of wood and wire hoops we developed something that gave them even a half barrel,

a full barrel cut in half, in which they inserted a circular straight edged head to nail after it was finished. At present the rolling mill is packing as high as four hundred and fifty to five hundred pounds in the special barrel. It took a lot of individual effort, and it took a lot of stick-to-itiveness to accomplish the work. I gave it up three different times, thinking it was gone, and we might just as well forget about it, but eventually we got the powers that be in the company to see that we had something worth while. They finally decided on it. The barrel was subjected to the dropping test. A six steel hoop barrel with seven hundred and fifty pounds of rolled sheet brass was dropped from a height of six feet, five feet, and then four feet, each time using the same barrel. Of course, I stood by and prayed, that was all I could do. Thank goodness it stood up. We had constructed it so that the head did not give, and even without a head liner the head did not come out. This business developed into a nice volume that helps kill Old Man Overhead. Now, I think if more individual effort is expended in trying to devise barrels for use by companies employing other types of containers, but which should be using the barrel, it would go a long way toward increasing the volume of the cooperage trade. It is a slow, hard process, but every once in a while, you will hit the target, and then when the business begins to come home, you feel good about it."

Mr. Jacobs received a round of applause for his work in the interests of the slack barrel.

On motion, the meeting adjourned.

TIGHT COOPERAGE BRANCH—ALL GROUPS

The Tight Branch—All Groups came to order at 2.30 P. M., May 15th.

Chairman Travis Smith, as the first order of business, called for the report of the Grade Rules and Specifications Committee.

William Tyler reporting for the committee, expressed the opinion that if the present rules were followed there would not be much necessity for Grade Rules Committee, and that the cooperage industry would be a much better industry.

"With regard to the splitting ¾ of an inch on a bourbon stave," he said, "the committee did not feel that it had authority to act, although it did think that a half-inch would be sufficient for a bourbon stave."

Secretary Hirt suggested that the matter be presented to the meeting so that definite action could be taken. He said that the question was brought before the committee by a letter from a member regarding the allowance of ¾ inch for splitting on bourbon staves. Under the present rules this ¾ inch allowance is authorized under Note 7 of the Grade Rules, but said note is not included under bourbon staves. The member writing the letter felt that Note 7 should also be included under bourbon staves in order to clarify the rule, or make it more specific.

R. W. Rush considered the ¾ inch on bourbon staves as logical. He said there would not be a great many staves over six inches wide, and on those he felt that ¾ inch would be a fair allowance. He therefore made a motion that ¾ inch for splitting be adopted.

Harry A. Wellford seconded the motion, and on question, James B. Hall asked why it is that Note 7 does not apply to bourbon staves that are over six inches, as well as any other stave.

Secretary Hirt replied that the member's idea was to make the rule more specific and have that note included so that there would be no question or doubt as to its meaning.

Again speaking, Mr. Hall said that Note 7 mentioned regularly sawn staves, and the bourbon stave is a regularly sawn stave. He felt that no other explanation was necessary, that there already is a rule which serves the purpose if it is followed correctly. He opposed any tinkering with the rules.

Secretary Hirt agreed with Mr. Hall, and told the meeting that was just the stand he had taken, and that most of the members agreed with him, but that one person felt that the proposed action was necessary in order to clarify the situation. In answer to a query, Mr. Hirt explained that some specifications show the notes under them, but that Note 7 is not shown under bourbon staves, and therefore the member in favor of the proposed ruling thought it would be well to have the note apply specifically to bourbon staves so that it would not leave any chance for argument.

Mr. Hall replied that Note 7 applies to regularly sawn tight barrel staves, and as bourbon staves are regularly sawn staves, it certainly applies to bourbon staves and that the note was undoubtedly put there with that intention. It has always been there and heretofore has never been questioned.

Date on Which New Standards for Tight Barrels and Kegs Become Effective

The new standard specifications for tight barrels and kegs as adopted at the General Conference will become effective on July 1, 1930.

This same date was adopted as the one by which all manufacturers of tight cooperage stock shall dispose of their old stock.

Vice-President Smith suggested that the motion be withdrawn, and that the matter be allowed to remain as at present. He did not see how there could be any misinterpretation of the present ruling, inasmuch as bourbon staves are regularly sawn staves.

In closing, Vice-President Smith made a plea that the members come forward with suggestions for the good, not only of the Tight Branch—All Groups, but also for the good of the industry. He felt that there was no use having a Group Meeting if live subjects were not brought up for discussion.

On motion, the meeting adjourned.

GENERAL CONFERENCE ON SIMPLIFICATION PROGRAM FOR TIGHT BRANCH

The General Conference between manufacturers of tight cooperage and cooperage stock and consumers of barrels and kegs on simplification and standardization of tight barrels and kegs, was called to order 9.30 A. M. May 16th with W. E. Braithwaite of the Division of Simplified Practice, United States Department of Commerce, in the chair.

In opening the conference, Mr. Braithwaite expressed his pleasure of being with the manufacturers of cooperage and cooperage stock again. He said that the friendships that he had made at the last convention had been cherished by him, and that this year he felt very much at home in the cooperage trade.

Simplified Practice Has Been Applied to More Than One Hundred Industries

Speaking briefly on the subject before the Conference, Mr. Braithwaite said, "This movement of simplification and standardization has been applied to more than a hundred different industries. We are delighted that the cooperage industry happens to be one of those on this list, not yet as one of those industries that has already adopted the simplification program, but one of those whose product is up for simplification and is being considered. At the request of the Association, the Department arranged this meeting today to discuss and consider standards which have been set up, proposed standards, or a tentative list of standards which have been set up by your Standardization Committee. The chairman of that committee, as you know, is a magician. He had to be to work out this list of standards. We know something now of his qualifications as chairman of the Standardization Committee.

"I want to congratulate you on having a committee and a committee chairman like Mr. Rush and the other members who served on the committee. I think they have done a very fine piece of work. I am going to call on Mr. Rush at this time to present the tentative report with the recommendations. Then we will take up each size for discussion. We will discuss not the whole list generally, but we will discuss one size at a time."

R. W. Rush Gives an Idea of the Work Done by Standardization Committee

In presenting the recommendations of the Standardization Committee R. W. Rush told how the work had started, and how the committee had evolved the simplification of standards or sizes. First of all, a questionnaire was sent out to each manufacturer asking information as to the sizes of staves, heading, bilge circumference, etc., and the sizes of barrels and kegs they produced. From answers received to this questionnaire, the committee worked out standards that have been approved by the Tight Coopers' Group of the Association.

Discussion and Adoption of Simplification Program

Mr. Rush considered that with regard to the 5-gallon size, the length of stave at 17 inches, ⅝ inch thick; heading diameter at 10 inches, ⅝ inch thick; the package to have a 38-inch bilge circumference and the distance from the croze to the finished end of the stave at 7/16 of an inch, would be the correct standard for that size container.

In answer to a query from Mr. Braithwaite, Mr. Rush said that a small change had been made in the 5-gallon specification from a 16½-inch stave to a 17-inch stave The chairman called attention to this change in specification, and asked if there was any discussion as to the proposed standard for 5 gallons.

On motion, which passed, the Conference accepted the above specifications as standard size for 5-gallon kegs.

Mr. Rush then read the recommendation for 10-gallon kegs: Length of stave, 21½ inches, diameter circled heading, 12 inches both staves and headings to be ⅝ inch thick; the finished bilge circumference of the package to be 47 inches; and the distance from the croze to the finished end of the stave ⅝ inch.

W. E. Braithwaite Urges Members to Enter Discussion Freely

Mr. Braithwaite asked if there was any discussion as to these specifications, pointing out that this was the time to make suggestions or criticisms of the proposed standards. He felt that the Standardization Committee had made a good job of the work of drawing up specifications, but that all opinions were welcome, and if there were any changes or constructive criticism in the minds of the members present, it was in order to express such opinions.

Manufacturers Not Prevented from Making Special Sized Barrels or Kegs

E. J. Kahn advised the chair that a group had been discussing the question of whether or not the above specifications are to apply to every 10-gallon package that is made, irrespective of whether it is used for a food container or other purposes. The chair-

R. W. RUSH
Oil City, Pa.
Chairman, Standardization Committee

man replied that the specifications submitted are a list of standards for the industry covering packages for as many uses as possible. However, the adoption of the standards does not prevent manufacturers from making other sizes if they obtain a good order for such sizes. On the other hand, all packages made of a different size than those in the standards will be considered as "special sizes" and not as conforming to the standard specifications.

Simplification Program Will Permit of More Regular Operation of Stock Plants

Mr. Kahn continuing the discussion, said that his understanding of the entire proposition was that the big advantage is that producers of staves and headings can proceed to cut red oak or white oak or any other class of staves 17 inches long, and know that this is the size that is going to be required by the industry, irrespective of where the plant may be located.

"The same thing," said Mr. Kahn, "will apply to the circling of heading. A manufacturer can continue to operate his heading plant knowing that the size and diameter of his heading will be standard and can be used in any plant where a keg or barrel of that size is manufactured. We find a lot of users of kegs around the country, who want a different length of chime or a different shape of chime, and we won't get very far unless we try to standardize the keg and the barrel along the lines indicated by the report of the Standardization Committee. I think that the members should make an effort to adhere to those sizes if adopted."

Mr. Braithwaite was in entire agreement with Mr. Kahn, stating that there is no use adopting a Simplification Program unless the industry will make an effort to live up to the standards adopted.

President Sigman here pointed out that of two 5-gallon kegs of different construction one is better than the other, and the object of the committee was to select the better package of the two and declare that size as standard. "That is what the committee has done," said Mr. Sigman, "but I wanted to draw special attention to it."

Ten-gallon Keg Standards Adopted Are Those Having Greatest Use in Industry

Mr. Braithwaite then called upon Mr. Rush to give the conference an idea as to how the committee arrived at the dimensions proposed. He asked Mr. Rush if it was not true that the majority of the manufacturers of 10-gallon kegs were using the specifications noted in the standards.

Replying to Mr. Braithwaite, Mr. Rush said: "Yes, that is true. There have been ten-gallon sizes made from a lot of different dimensions, but we felt that this dimension would give us the best proportioned package, and would make a better display for any of the consumers using the ten-gallon size. It does not preclude any consumer wanting a special package from getting it. It will, however, increase his cost if he wants a package made from heavier stock than standard specifications, or with a little different chime, or a little different shape. It is going to cost more to have such a package put through the manufacturer's plant than it will to produce a standard package. The reason for having the length of stave and size of circled heads as specified is that at the present time there is just about a sixteenth of an inch difference in the sizes of circled heading used by the manufacturers. Under the standards adopted, if heading manufacturers are a little bit slack, they can go ahead and circle up heading for future use. In other words, if you can give them a definite size, so that they can go ahead and circle their material and store it, they can keep a more even production during the year. That is going to reduce their cost, and thereby the manufacturers are going to benefit by it, and the consumers as well, because the manufacturers will be able to produce a larger quantity of materials at a little better figure, and that will benefit the entire industry, especially in combatting the substitute container."

Accepted Standards Not to be Effective Immediately

Mr. Braithwaite advised the conference that the standards under discussion if approved would not be effective immediately, but that a transitional period of time would be provided during which manufacturers could dispose of old stocks of material that do not comply with the new specifications. He said that in eliminating waste it is not the intention of either the Department of Simplified Practice or the Standardization Committee of the Association to create other waste.

On motion, the specifications proposed for 10-gallon packages were adopted.

The 15-gallon package was the next size submitted for discussion. The committee recommended for this sized package the following specifications: Length of stave 24 inches, ⅝ inch thick; diameter of circled head 13⅜ inches, ⅝ inch thick; finished bilge circumference 54 inches; distance from croze to the finished end of the stave ⅝ inch.

Mr. Kahn asked, inasmuch as most of the sizes mentioned in this specification are different from the sizes his company produce, if any kegs had been made of that particular size, and if such kegs were found practical in every way.

Mr. Rush replied that the specifications proposed would produce a package as specified; in other words, the dimensions of the staves and headings will produce a 15-gallon container. He also said that the size recommended did not conform with the standards in his company's plant. As to actual tests being made, he understood that some of the St. Louis coopers had produced kegs along the lines of the proposed specifications.

L. F. Horn advised the gathering that his company had made up some of the kegs and in making 5-, 10-, and 15-gallon kegs he believed that the bilge on the 15-gallon container is a little high. He suggested that it would be a good idea to bring up a 15-gallon keg from the lobby of the hotel where it is on exhibit, and let the members give it an examination.

Mr. Braithwaite considered it very important that the containers hold the amounts specified, and therefore agreed with the speaker that the package should be brought up for inspection. In the meantime he called for the specifications of 30-gallon containers, so that no time would be lost.

The proposed specifications for the 30-gallon size as approved by the committee for oak are: Length of staves 30 inches, 1 1/16 inch thick; diameter of circled head

E. P. VOLL
St. Louis, Mo.

16⅝ inches, 1 1/16 inch thick; bilge circumference 65 inches, distance from the croze to the finished end of the stave ¾ inch. On motion, the above specifications were approved.

The 15-gallon keg having been brought to the meeting, Mr. Braithwaite asked that those present look it over and give their opinion as to the bilge. Mr. Wellford asked if the keg had been gauged; in other words, there was a possibility that it might hold a little over 15 gallons, and in such an event it could stand straightening of the bilge somewhat without lessening the capacity to below 15 gallons. Mr. Horn replied that the capacity of the keg as it stood was about 15 gallons.

On motion, the specifications recommended by the committee were approved for the 15-gallon keg.

200-Pound Ash Pork Container Also Standardized

The next package up for discussion was the 200-pound ash pork container. The proposed specifications for this package recommended by the committee are: Length of staves 30 inches, ⅝ inch thick; diameter of head 17½ inches, ⅝ inch thick; bilge circumference 68 inches; distance from croze to finished end of the stave, ¾ inch.

Mr. Braithwaite called attention to the fact that this particular package does not appear on the printed list; that is, the list in possession of some of the members present. However, the Standardization Committee thought, after receiving a letter from the Meat Institute, that it would be a good idea to include the 200-pound ash pork container in the standard sizes; that a sufficient number of these containers were manufactured to warrant standard specifications. On motion, the standard specifications were adopted.

Mr. Rush submitted the following sizes for 45-gallon containers: Length of staves 34 inches, ¾ inch thick; diameter of circled heads, 19¼ inches; bilge circumference, 75 inches; distance from croze to the finished end of the stave, ¾ inch. He advised the conference that these specifications are standard as approved by the Kraut Packers Association. In answer to a query from Mr. Braithwaite as to the use of this sized barrel for pickles, Mr. Rush replied that pickles are shipped in packages of this size, but they are principally used for kraut.

On motion, the standards as recommended by the committee were approved.

The proposed specifications for 50-gallon barrels as recommended by the Standardization Committee are: Length of staves, 34 inches, ¾ inch thick; diameter of circled head, 28½ inches; bilge circumference, 80½ inches; distance from the croze to the finished end of the stave, ¾ inch. On motion, the specifications were approved.

For barrels containing 57 to 58 gallons, the following specifications were recommended: Length of staves, 36 inches; diameter of head, 21 inches; bilge circumference, 83½ inches; distance from the croze to the finished end of the stave, ¾ inch.

As to barrels ranging from 55 to 57 gallons, Mr. Braithwaite pointed out that the proposed specifications are so close to those sizes that it was decided to omit any additional specifications. That does not mean, however, that manufacturers are prohibited from making barrels covering capacities from 55 to 57 gallons if the order obtainable is of a sufficient quantity to warrant the special size.

On motion, the recommended specifications for barrels containing 57-58 gallons were adopted.

This completed the discussion of the standard specifications for tight barrels and kegs.

Cooperage Industry Urged to Live Up to Standards Adopted at Conference

Mr. Braithwaite congratulated the conference upon the rapidity with which they acted upon the new specifications. Further, he made an earnest plea that everyone in the cooperage industry manufacturing both tight staves and heading, and tight barrels and kegs will live up to the adopted standards. He said that here and there you will find some manufacturers who will lean over backward and fail to live up to the standards, but if the industry as a whole will get back of and support the new standards, manufacturers will discover that it will make business more profitable.

Simplification Program Approved in Its Entirety

Mr. Braithwaite then called for a motion to approve the list of standard specifications as a whole. Before the motion could be made, Mr. Horn asked the chairman of the Standardization Committee if any specifications for 20-gallon sizes had been considered.

Mr. Rush replied that the committee had decided to drop the 20- and 25-gallon sizes, the thought being that two packages could be used in place of a 20- or 25-gallon size, thereby reducing the number of sizes as much as possible. The committee found that manufacturers in submitting their estimates of the number of packages to be used very seldom mentioned 20-gallon sizes.

The chairman then called attention to the fact that there is no prohibition against making 20- or 25-gallon sizes, but if such containers are to be eliminated it would reduce the cost and permit of a longer run on other sizes.

On motion by William Tyler, seconded by S. M. Shane, the standard specifications for tight barrels and kegs as submitted by the Standardization Committee were adopted as a whole.

Effective Date of New Standards is July 1, 1930

In order that manufacturers of both staves and headings, as well as barrels and kegs could dispose of stocks on hand, Mr. Braithwaite asked that an effective date be adopted on which the new specifications would be in force.

Mr. Rush suggested that the new standards be effective as of July 1, 1930; that July 1, 1930, would be the date on which the entire industry would be manufacturing tight barrels and kegs under the new standards. Of course, if it is possible for any manufacturer to produce the new sizes sooner, well and good, but a year's time will give the trade sufficient opportunity to get rid of old stocks. Mr. Rush later put this suggestion in the form of a motion, and on being seconded, was approved unanimously.

It was also the sense of the conference that July 1, 1930, stand as the date by which all old stocks are to be cleared.

Standing Committee Appointed to Act in Advisory Manner

The next subject for action was the appointing of a Standing Committee to act in an advisory manner to consider any new recommendations or alterations in the adopted specifications.

Mr. Braithwaite advised that such a standing committee is usually composed of two or three representatives from the three groups interested; the manufacturers, the distributors, and the users of the commodity. In discussing the purposes of the Standing Committee, Mr. Braithwaite said: "This Standing Committee is to sponsor the program of simplification and standardization and to entertain any suggestions or comments for further modification. I might stop here long enough to explain the difference between standardization and simplification. This is a Simplification Program. Standardization would indicate, offhand, that it is a fixed, immovable thing, standardization, but standards are flexible, and they are changed, just the same as anything else. But, simplification, as the word applied here, is the name that is given to the movement for simplification, or the reduction of variety. The Standing Committee will meet once a year to entertain any recommendations for changes or revisions, so that these recommendations might be kept strictly up to date, and based on the best thought and practice of the industry. If it develops in the course of a year, say, that a twenty-gallon package has come into popularity, enough of them produced and used and made to be considered a standard, the Standing Committee can recommend it, if they think that is the action to take. If you find that business is going away from the fifteen-gallon size, or another size, towards other sizes that have been set up as standards, and the committee feels that it might be advisable to eliminate one of these sizes, they can also make that suggestion. But any change in this Standardization Program will be sent out to the entire industry, just the same as this program is going to be sent out for your acceptance. A report of this meeting and the standards which have been approved will be sent out to the large list of manufacturers, distributors and users which we have compiled at Washington, for acceptance, and that acceptance form is just simply a moral obligation for you to live up to those recommendations. We hope in that way to get a large list of users to accept this program and I am satisfied that that is the result we will secure."

The Standing Committee on Simplification and Standardization as appointed follows:

Chairman, R. W. Rush, Allied Barrel Co., Oil City, Pa.
E. J. Kahn, National Cooperage and Woodenware Co., Peoria, Ill.
M. L. Sigman, Monticello, Ark.
Fred T. Smith, Wm. H. Coleman, Jackson, Tenn.

This committee represents the cooperage industry. In addition it was suggested that a representative of the Procter & Gamble Company, of the Coca-Cola Company, of the alcohol industry, and also a member of the Institute of the American Meat Packers be appointed on the Standing Committee to represent the users of tight barrels and kegs.

Association and Department of Commerce Authorized to Increase Standing Committee When Advisable

On motion by Mr. Tyler, seconded by Mr. Wellford, the Department of Commerce and the president of the Association were given authority to increase the Standing Committee whenever advisable. It was also suggested by Mr. Braithwaite that a member from the railroads be placed on the committee to represent the transportation field.

On motion, the Standing Committee appointed was authorized to sponsor the Simplification and Standardization Program; this committee to consist of the cooperage manufacturers named above, and such others as may adequately represent the users of barrels.

Mr. Braithwaite then asked that the cards which had been distributed to those attending the conference be filled out with the individual's name, address, and business connection, as it is important that the Division of Simplified Practice have these names.

Representative from Steel Hoop Industry to be Placed on Simplification Committee

Inasmuch as steel hoops play an important part in the manufacture of tight barrels and kegs, it was the opinion of those present that steel hoops be included in the Simplification and Standardization Program. In order that this might be done effectively, it was the sense of the meeting that a representative from a steel hoop company be added to the Standing Committee.

There being no objection to such procedure, it was approved.

Report of Conference Will be Compiled and Distributed to Entire Industry

Mr. Braithwaite then advised the conference that upon his return to Washington the complete report of the conference will be compiled including the standard specifications adopted; further, a copy of this complete report will be sent out to everyone interested for acceptance and approval. He pointed out that while the standard specifications had been adopted at the conference that does not mean that the industry as a whole has adopted the program. Eighty per cent acceptance by volume of the business done is required for the adoption by an industry of any Simplification Program. In other words, the division requires an 80 per cent acceptance before the program is finally printed and distributed as having the endorsement and support of the Department of Commerce.

However, the report as compiled by Mr. Braithwaite upon his return to Washington will go out to the entire industry for acceptance with an acceptance blank which will read approximately as follows: "We hereby accept the recommendations adopted by the conference on such and such a date, and will use our best efforts to comply with them."

Mr. Braithwaite again expressed the pleasure it had given him to work with manufacturers and users of cooperage, and he hoped that it would be possible for him to attend many more cooperage conventions in the future.

Rising Vote of Thanks Given to W. E. Braithwaite

E. J. Kahn arose to remark that the Association and the conference would be very remiss if they did not take the opportunity at this time to express their great appreciation for the assistance rendered to the cooperage industry by Mr. Braithwaite and the Department of Commerce.

In part, Mr. Kahn said, "Those of us who have traced the history of cooperage from the days when they made barrels by hand, each one of us in our hand shop made a different sized package, and in the transition from hand work to machine work we had the machines fitted to the size that we were making by hand; those of us who have seen that transition realize that this is a very forward step and a great step in the progress of our industry, for which we have a great affection. It is a great pleasure for me to voice my personal thanks, and I am sure that you join me as an Association in thanking Mr. Braithwaite and his department for what they have done for us. We should include in that appreciation our president, Mr. Sigman, and Mr. Rush and his committee. I wish I knew the names of all of them. Mr. Walter Johnson and Mr. Nancarrow, Mr. Rush says. I would like at this time to give them all, with your permission, a rising vote of thanks."

The entire attendance arose with hearty acclaim to show their appreciation of the efforts of Mr. Braithwaite, the Department of Commerce, Mr. Sigman, president of the Association, and Mr. Rush and his Standardization Committee.

On motion, the meeting adjourned.

GENERAL SESSION

The General Session of the Fourteenth Annual Convention was called to order the morning of May 16th by President M. L. Sigman.

Mr. Sigman stated that inasmuch as time was limited, the session would get down to work at once. The first order of business was the reading of his annual report. Copies of all officers' reports were distributed to the members present.

President Sigman then presented to the Convention assembled Mr. C. D. Morris, Assistant to Chairman, Western Railways Committee on Public Relations, who addressed the session on the subject of "Transportation." (Mr. Morris' address will appear in the July number of the JOURNAL.—Ed.)

Mr. Morris' talk was greeted by a round of hearty applause, and on motion by E. P. Voll, a rising vote of thanks was tendered to him for the value which members present secured from his address.

President Sigman reported to the Convention that Henry Krallman, one of the "old guard" of the cooperage industry, had suffered an accident while in Texas the week before the Convention, and asked that a letter of sympathy be sent to him with the hope for his speedy recovery. On motion, which was immediately seconded, the secretary of the Association was instructed to send such a letter to Mr. Krallman.

During the past year the Association has suffered severe loss through the passing of four of its very active and progressive members. Therefore, on motion, the Convention arose for a minute of silence as a token of respect for the following departed members: John A. McKay, St. Louis Cooperage Co., St. Louis, Mo.; Max Lowy, The Kern Company, Ltd., New Orleans, La.; Louis H. Schaperkotter, Schaperkotter Cooperage Co., St. Louis, Mo.; H. R. Huntington, Sandusky Cooperage & Lumber Co., St. Louis, Mo.

Mr. Voll then reported to the chair that sorrow had come to one of the Association's former presidents, Carl F. Meyer, in the death of his wife. On motion, the secretary was instructed to send a letter of sympathy to Mr. Meyer.

Honorary Membership Bestowed on "Uncle Newt" Calcutt

At this point, President Sigman asked T. J. Nash if he would occupy the Chair for a minute or two, while he read a very important document. Mr. Sigman then read a notation concerning "Uncle Newt" Calcutt, one of the founders of the cooperage Association, and a man who has given many years of active service on behalf of the cooperage industry. Mr. Calcutt is leaving the organization, and the industry will feel the loss very much. Therefore, Mr. Sigman made the motion that in appreciation of the good work that "Newt" Calcutt has done for the welfare of the wooden barrel and the cooperage industry that he be made an Honorary Life Member of The Associated Cooperage Industries of America.

This motion was seconded by E. P. Voll, and was approved and carried, with a round of applause. The secretary was then instructed to write a letter advising Mr. Calcutt of the action taken by the Association.

W. E. Braithwaite Also Made an Honorary Member

On motion by Mr. Voll, which was seconded by Mr. Rush, the Association also bestowed an Honorary Membership upon W. E. Braithwaite for the work he has done on behalf of the Simplification and Standardization Program.

President Sigman then called attention to the splendid service that has always been rendered to the Association by the Jefferson Hotel, and its management. On motion by E. P. Voll, seconded by W. M. Davis, a vote of thanks was tendered by the Association to Mr. Hay, manager of the Jefferson Hotel.

On motion by R. W. Rush, seconded by Mr. Scott, a vote of thanks was given to the St. Louis cooperage fraternity for the royal manner in which the visiting members to the Convention were entertained.

Telegram of Sympathy Sent to Andrew C. Hughes

President Sigman informed the gathering that the Executive Committee had forwarded a telegram to Mr. Andrew C. Hughes who is dangerously ill, expressing the sympathy of the Association and the hope for his speedy recovery. On motion, by Al Wunderlich, seconded by T. J. Nash, the Association assembled ratified the action of the Executive Committee. (It is with sincere regret that we record that Mr. Hughes passed away on May 23.)—Ed.

The New President is E. A. Powell

The election of officers for the coming year was then announced as follows:
President, E. A. Powell, Powell Cooperage Company, Memphis.
Secretary-Treasurer, L. F. Horn, Union Cooperage Co., St. Louis.
Executive Committee, 1929, M. L. Sigman, Monticello, Ark.

Executive Committee

Slack Branch—All Groups.

Vice-President, H. F. Nelson, The Ozark Co., Memphis.
Executive Committee 1929, N. F. McGowin, W. T. Smith Lumber Co., Chapman, Ala.
Executive Committee 1929-30, George Wunderlich, Chas. Wunderlich Cooperage, St. Louis.

Tight Stave and Heading Group.

Vice-President, John P. Colliver, W. J. Fell Co., Ashland, Ky.
Executive Committee 1929, W. W. Roberts, W. W. Wilson Stave Co., Little Rock.
Executive Committee 1929-30, Travis Smith, Nashville, Tenn.

Tight and Slack Coopers' Group.

Vice-President, Harry A. Wellford, Chickasaw Wood Products Corp., Memphis.
Executive Committee 1929, C. E. Murray, Sandusky Cooperage & Lumber Co., St. Louis.
Executive Committee 1929-30, Stephen Jerry, Stephen Jerry & Co., Brooklyn, N. Y.

While awaiting the arrival of the new President E. A. Powell, President Sigman called upon Stephen Jerry of Brooklyn, New York, for a few remarks. Replying, Mr. Jerry said that he did not have much to tell the members present, but he did stress the importance of making quality stock and cooperage if the business of barrel stock manufacturers and barrel makers is to grow.

E. P. Voll Tells General Session About Qualities of the New Cooperage Apple Hamper

Taking the floor, E. P. Voll made a talk on behalf of the new cooperage apple hamper. An illustrated circular describing this new container has been distributed to the entire slack industry, and Mr. Voll felt that the innovation will prove not only practical but profitable. Mr. Voll asked that those members of the Tight Coopers' Groups who have connections or acquaintances in the fruit growing industries should bear in mind the new package developed by the Association and make every effort to have apple growers adopt the use of the cooperage apple hamper in place of the bushel box, basket or other types of hampers or tubs on the market. The use of the new cooperage apple hamper will enable manufacturers to dispose of their surplus No. 2 stock.

Well Deserved Credit Given to J. W. Shirrell, Association Inspector

"While on the subject," said Mr. Voll, "I want to say that we have an official inspector of the Association who I believe is very competent in that particular line, but let's give him credit for knowing something else, too, for he did a great deal of work in getting up this container, the cooperage apple hamper. I have said something to you about it being of benefit to the stave man, and I might add that it is also of interest to the heading people, because they can use material that otherwise would be wasted. The same thing applies to the elm hoop people, who are members of our Association. Now we are getting to the point where we ought to be the most interested in having propaganda spread concerning this new container, and it would do all parties a great deal of good. I might say with regard to this container, by way of comparison in cost, the consumer is always looking for something that is economical. Mr. Shirrell and a couple of us have figured that this container can be sold for around 30 cents. In carload lots they buy the commonest kind of baskets for about 15 cents, and the so-called fancy export strong baskets are 18, 19, or 20 cents. So at first glance you would think this container is more expensive. The final figures prove otherwise. We took up with the cold storage people the matter of storage charges, which of course enters into the cost primarily, because all fruits, apples and so on, are stored. I found that they charge for a common, every-day basket 40 cents per bushel, or $1.20 per barrel; fancy export strong baskets, 90 cents per barrel. The new cooperage apple hamper can be stored

for 75 cents per barrel. In addition to that, this container is acceptable to the steamship agents for export packages. Let's boost it all we can."

The Entire Trade Can Benefit from Adoption of Simplification Program

Mr. Davis spoke on the value of Standardization and Simplified Practice in relation to more profits. He said that with the adoption of standardized sizes the tight cooperage branch of the trade has made a great step forward, and it occurred to him that the slack branch of the trade could profit by following the example of the tight manufacturers.

The New President Escorted to the Chair

E. A. Powell having arrived on the scene he was escorted to the platform and in introducing the new president to the members assembled, President Sigman said: "I am happy two ways right now. One is that this completes a year of work and effort to help build up the industry. I cannot help but feel that we have accomplished something. It was a reflection of loyalty and confidence on the part of the membership in having elected me for the year. One of the greatest happinesses, though, right now to me, is to present to you your new president, Tom Powell. In Mr. Powell I believe you are going to have the best president this Association has ever had. If you will give him the support that he is entitled to, he is going to make things hum."

This is the Spirit That Should Permeate the Entire Cooperage Trade

Addressing the new president, Mr. Voll assured him that he could count on his co-operation in every way, shape or form; that he would work to the best of his ability to make the administration of President Powell a most successful one. Mr. Voll then called for a rising vote of support from all members present, which was given.

A Straight from the Shoulder Talk and Every Word a Fact

Replying to this demonstration, President-elect Powell said: "I thank you. Now, you do tempt me into saying a word or two more. It is easy to come into the meeting and talk. This is not criticism, Mr. Voll, believe me, nor do I mean to question the sincerity of any man who gets up. But when it comes to actually delivering the goods, we are most of us prone to let the other fellow do it. You have situations brought up in this Association —you have all witnessed them—when somebody has to do something. The usual procedure is, if I say to you, 'Will you do so and so' or 'Can you do so and so' if it is an unpleasant matter, it is passed on or pushed aside. I do not have any doubt but that the same situations will arise in the future. If I have your support—and you now pledge it to me—I am going to insist upon having help, because it is your Association much more than it is mine; I am simply a member, as you are. I think that this Association is like, or could be likened to a dynamo or power plant. There are possibilities in the Association, and if we do not use the power, that is our own fault. We have meetings, and we do not come to them. I do not know why it is, but we do not come. We have work to do, and we do not do it. Those things, those duties are just as much yours as they are the officers' of the Association, but I am doing a lot of talking. If you give me your support, if you do mean that, we will have a real Association, and it will function well."

Vote of Thanks Tendered to Retiring President Sigman

On motion by W. M. Davis, seconded by T. J. Nash, a rising vote of thanks was tendered to Retiring President M. L. Sigman for the very efficient and valuable service he had rendered the Association.

On motion the 14th Annual Convention adjourned.

The Banquet

The banquet, held on the evening of May 15th, in the Jefferson Hotel, was a well attended and highly successful affair. The entertainment, which was furnished by the St. Louis cooperage fraternity, was of the order of high class vaudeville, and most stimulating.

The viands were of the best, and the air of good fellowship which prevailed made the evening a most pleasant memory for everybody.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

SAVE WITH SAFETY
THIRTY-THREE YEARS SERVING COOPERAGE TRADE

FOR SALE

1—20" B. D. Whitney drum saw
1—Ditto with self-feed attachment
2—Perfection heading-up machines
1—Gerlach double wheel jointer
1—Gerlach single wheel jointer
1—24" B. D. Whitney drum saw
1—24" Gerlach drum saw
1—32" Widdowson foot power stave jointer
1—46" Greenwood foot power stave jointer
1—Trevor stave bolt equalizer
4—Rebuilt Steam Engines, 55-60-75-85 HP
1—Greenwood 36" stave cutter
1—Steam Log unloading outfit
1—Greenwood 50" Pendulous heading saw
1—Rochester No. 3, 60" late type heading jointer
1—Greenwood 60" heading jointer
1—Greenwood heading baling press, power drive
1—Trevor heading baling press, hand power
1—Greenwood 18" heading planer
1—Rochester 24" heading planer
1—Trevor 24" heading planer
1—Gerlach chain feed single stave planer
1—Holmes No. 2 double stave planer
1—Rochester No. 4 heading turner
1—Trevor heading turner
3—New Noble No. 1 barrel heaters
1—Clough & Witt slack barrel crozer
1—Clough & Witt trusser
1—Set Holmes Slack Barrel Machines
1—Bailey 40" right hand exhaust fan
1—Rogers-Buffalo 36" knife grinder
Truss Hoops—all sizes—Prices on application.

All kinds tight barrel, tight stave, tight heading, rosin barrel machines. If you don't see what you want, write us anyway.

NOBLE MACHINE COMPANY
902 Hayden St. Fort Wayne, Indiana

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE

1—No. 24 Holmes Dish Stave Jointer.
1—Oram Large Size Hooper.
1—Large Gerlach Bolt Saw.
2—No. 70 Bung and Bush Machines.
1—No. 15 Holmes Crozer.
1—Glader (Heavy Duty) Double Punch Machine.
1—No. 18 Holmes 24" Heading Planer.
2—No. 19 Holmes Heading Rounders.
1—No. 55 Holmes Stave Bender.
1—No. 17½ Holmes Heading Jointer and Doweler.
2—Pflueger Portland Bush Machines.
3—Oram Post Borers and Bush Machines.
2—No. 47½ Holmes Hoopers, 10" Rack.

STOLPER STEEL PRODUCTS CORP.
Fond du Lac Ave. at 33rd St.
Milwaukee, Wis.

MACHINERY FOR SALE

USED and rebuilt machinery for sale. Two Liberty Heading Turners, complete and guaranteed, capacity 12- to 20-inch heads, $75 each. One Whitney 20-inch stave saw, heavy arbor type, drum in excellent condition, but needs new steel, will sell as is for $75, or will have it resteeled at factory at cost. One flat heading or shingle saw with new 38-inch Simmonds saw. This machine is in first-class condition, priced for quick sale, $175.

LIBERTY MACHINE CO.
Liberty, Maine

FOR SALE—Two Whitney drums, 20x39 inches, with new blades.

TREXLER COOPERAGE CO.
Allentown, Pa.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

Wooden Barrel Manufacturers' and Dealers' Directory

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Cooperage Stock & Barrel Shooks
Cooperage (Associated Cooperage Industries) Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US.]
PARAGOULD ARKANSAS

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

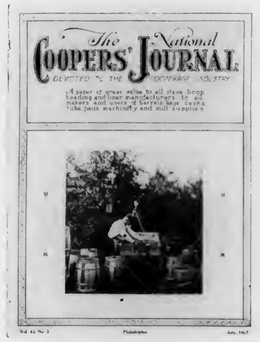
Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack Staves Heading Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

BUYING POWER !



Just as sufficient horse power is necessary to the operation of your plant, so is the complete coverage of the cooperage industry essential to the success of your selling plan.

You can reach the Buying Power of the cooperage industry better and more profitably through the advertising pages of THE JOURNAL than through any other medium—Because THE JOURNAL is "the publication for the cooperage trade," and the Buying Power of the industry is what it offers to every user of its advertising space.

From the viewpoint of reader interest, THE JOURNAL surpasses all others. When you pick up THE JOURNAL you are reading about the cooperage industry—your industry. Every advertising page carries a message to the cooper or stock manufacturer. The reading text is cooperage. The articles are either defending the wooden barrel or urging the cooperage trade to greater business efforts. The reports from cooperage manufacturers tell the trade how business is, and what the future looks like. Information is given as to conditions in barrel using industries. The editorials are cooperage editorials, and are a guide to the cooperage man in the operation of his business. From every angle THE JOURNAL is the cooperage man's paper. It has that intimate touch that ties it closely to the business of the cooperage and cooperage stock manufacturer.

Logically, and actually, THE JOURNAL is the advertising medium for reaching the cooperage trade. No matter what your product is—whether it be cooperage stock, cooperage, machinery, equipment, belting, tools, or supplies, it will take your message direct to the buying power in the cooperage industry with paying results.

According to all indications, there is a period of prosperous business ahead of the cooperage trade. The volume of sales, both for cooperage and cooperage stock, is growing. Better prices are being obtained, and the prospects are the brightest in some years.

Undoubtedly, there is going to be a decided increase in the purchases made by and for the cooperage trade. You can get your full share of this additional buying power by taking advertising representation in THE JOURNAL'S pages.

Let us tell you more about what JOURNAL advertising will do for the good of your business.

THERE'S NO OTHER LIKE IT

The National Coopers' Journal
PHILADELPHIA

STEPHEN JERRY & CO., Inc.

495 Manhattan Ave., Brooklyn, N. Y.

MANUFACTURERS

Barrels and Shooks
Cooperage Stock

THE ROUND ARCH—
BOUND TO BE STRONG!

OUR "Jerrico" trade-marked barrels are especially made from No. 1 material throughout, so as to provide the utmost protection of contents, whether of dry or liquid commodities. They are especially recommended for the packing of valuable dry or liquid chemicals. These barrels are also thoroughly sanitary containers for the protection of food products.

Located near the seaboard, our factory is peculiarly adapted for the production of shooks for export.

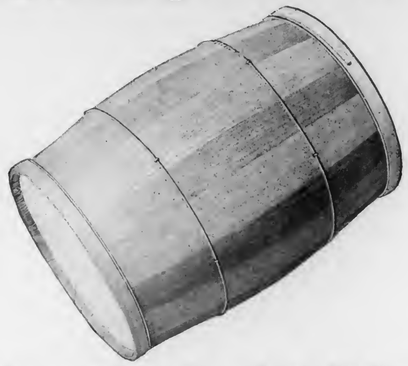
Wide experience in cooperage makes it possible for us to offer a properly selected supply of the various sizes and grades of staves, heading, hoops, liners and coopers' supplies.

CORRESPONDENCE
SOLICITED

JERRICO TRADE MARK BARRELS

JERRICO TRADE MARK BARRELS

Strength and Economy in binding barrels with



American Steel & Wire Company's
WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments. At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL,
Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY,
First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
MEMPHIS,
Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE,...Miners Bank Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY

San Francisco Los Angeles Portland Seattle

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

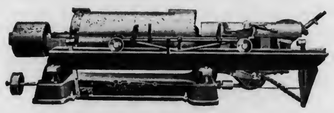
A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

UNIV. HOSP. OF MINNESOTA
FEB 3 1930
FORESTRY LIBRARY

Vol. 45, No. 3 Philadelphia July, 1929

SAWYERS LIKE THIS ONE

The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.



26" x 53" SPECIAL STAVE SAWING MACHINE
SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG

THE GERLACH COMPANY
1708 Columbus Road
CLEVELAND OHIO

C. M. VAN AKEN COOPERAGE CO.

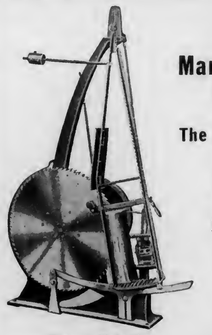
BUYERS AND SELLERS OF

Staves, Hoops Heading
and
COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS
141 Broadway, New York
WASHINGTON LIFE BUILDING



TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery
for

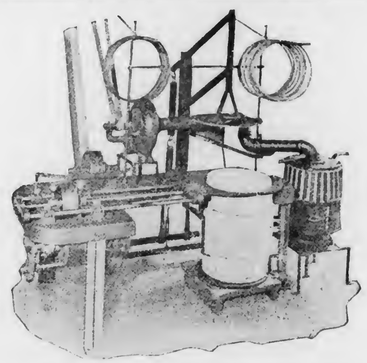
Barrels	Kegs
Staves	Pails
Heading	Drums
Hoops	Cheese Boxes

Complete plants
from the log to the barrel

Trevor Patent
Jumbo Heading
Sawing Machine

NEW "TREVOR"
Sixty-Inch
Steel Wheel
Heading
Jointer

Send for
Catalogue
and
Prices



The highest point in machine efficiency is the
"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office. Subscription price $2.00 a year—Foreign Subscription $2.50 a year.

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883
433 CALIFORNIA ST., SAN FRANCISCO
CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING
SLACK STAVES AND HEADING
WOODENWARE STAVES
AND
HEADING

EXPORTERS OF
DOUGLAS FIR BARREL SHOOKS

WON BY A HEAD

That's the story of the race for many a big barrel order.

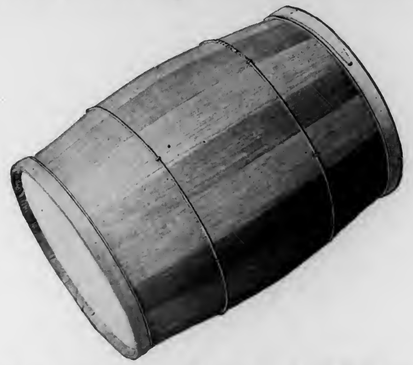
Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

Strength and Economy in binding barrels with



American Steel & Wire Company's
WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.	MEMPHIS, Union and Planters Bank Bldg.
CLEVELAND.....Rockefeller Bldg.	NEW YORK.....30 Church St.
DETROIT.....Foot of First St.	BOSTON.....Statler Bldg.
CINCINNATI.....Union Trust Bldg.	PITTSBURGH.....Frick Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul	PHILADELPHIA.....Widener Bldg.
ST. LOUIS.....506 Olive St.	ATLANTA.....101 Marietta St.
KANSAS CITY.....417 Grand Ave.	WORCESTER.....94 Grove St.
OKLAHOMA CITY, First Nat'l Bank Bldg.	BALTIMORE.....32 S. Charles St.
BIRMINGHAM.....Brown-Marx Bldg.	BUFFALO.....670 Ellicott St.
DALLAS.....Praetorian Bldg.	WILKES-BARRE.....Miners Bank Bldg.
DENVER.....First Nat. Bank Bldg.	
SALT LAKE CITY.....Walker Bank Bldg.	

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

E. HENNING, Inc.

Cooperage Stock

Manhattan Building Chicago, Ill.

SOUTHPORT CORPORATION, Inc.

MANUFACTURERS

BARRELS **SHOOKS**
STAVES **HEADS**

ALL SIZES AND SPECIFICATIONS

HARDWOOD LUMBER

819 NEW ORLEANS BANK BUILDING

NEW ORLEANS

CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen

C. HEIDT & SON, Inc.

JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.

Tongued and Grooved Barrels a Specialty

BARRELS

Second-hand Barrels All Kinds Slack and Tight

We Specialize preparing tight barrels for all purposes

"A Used Barrel is Better Than a New One"

QUALITY and SERVICE Our Motto!

OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.

CHICKASAW COOPERAGE CO.

Barrels, Staves Heading, Shooks

Kiln-Dried Dimension Lumber

GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.

GULF DISTRICT:
Gretna, La.

HICKSON-ROGERS MANUFACTURING CO.

MANUFACTURERS OF

Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves

[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]

PARAGOULD ARKANSAS

Cooperage Stock & Barrel Shooks

Cooperage — Associated Cooperage Industries — Machinery

B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

M. L. SIGMAN

Manufacturer

HIGHEST QUALITY
TIGHT BARREL STAVES

Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—

MONTICELLO - - ARKANSAS

Barrels and Shooks Cooperage Stock

JERRICO TRADE MARK BARRELS

MANUFACTURERS

495 Manhattan Ave., Brooklyn, N.Y.

STEPHEN JERRY & CO., Inc.

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

Receiving Room, Co-operative Apple Packing House

The National Coopers' Journal

Vol. 45 July, 1929 No. 3

IMPORTANT ARTICLES IN THIS ISSUE

Louisiana a Fertile Field for New Cooperage Hamper 7
Buffalo Flour Barrel Trade on Active Basis 8
Improvement Readily Noticeable in Louisville Cooperage Circles 9
Editorials 10
Wants in Cooperage Lines 11
Cooperage Association Warns Tight Trade of Small Container Competition in "Cold Pack" Fruit Industry 11
Apple Prospects for 1929 are for a Crop That Will Compare Favorably With Abundant Yield of Last Year 12
Canadian Apple Crop Should Provide Excellent Volume for Cooperage Trade 22
Cooperage Exports Show Decrease for 1928 Compared with 1927 23
Decision Rendered on Docket 36, Subject 45, Effecting Rates on Slack Barrels 24

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. ..... *
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Welmar Engineering Works, Philadelphia, Pa. 16

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y. ..... *
Henning, Inc., E., Chicago, Ill. 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... *
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 25
J. C. Pennoyer Co., Chicago, Ill. ..... *
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 4
Hynson Company, The, Lebanon, Ill. 25
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. ..... *
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 26
Tinkler & Webster, Liverpool, England 26

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
J. C. Pennoyer Co., Chicago, Ill. ..... *
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 25

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... *
Hynson Company, The, Lebanon, Ill. 25
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Stanley Co., The Geo. W., Belleville, Ill. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. F. C.
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 25
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 26
Skuse's Cooperage, Rochester, N. Y. 26

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 16
Pennoyer Co., J. C., Chicago, Ill. ..... *
Struthers-Ziegler Cooperage Co., Detroit, Mich. 16
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.
Wineman, Jr., Henry, Detroit, Mich. 13

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. F. C.
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. 16
Pennoyer Co., J. C., Chicago, Ill. ..... *
Powell Cooperage Co., Memphis, Tenn. 13
Sheahan Co., B. C., Chicago, Ill. 4
Skuse's Cooperage, Rochester, N. Y. 26
Smith Lumber Co., W. T., Chapman, Ala. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. 16
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Vail Cooperage Co., Ft. Wayne, Ind. 26
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.
Wineman, Jr., Henry, Detroit, Mich. 13

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. ..... *
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 3
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 26

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 3
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 3
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Welti & Bro., A. M., Cleveland, Ohio 26

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... B. C.
Colwell Cooperage Co., New York, N. Y. ..... *
Harlan-Morris Mfg. Co., Jackson, Tenn. 26
Hennen Cooperage Co., The, Lake Providence, La. 26
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 26
Ozark Stave Co., Chicago, Ill. 26
Pennoyer Co., J. C., Chicago, Ill. ..... *
Sheahan Co., B. C., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, July, 1929 | $2.00 PER YEAR VOL. XLV, No. 3

Louisiana a Fertile Field for Volume Sales of New Cooperage Hamper

With Proper Development the Cooperage Trade Can Build a Profitable Business Among Farmers and Produce Growers for New Container—Good Demand for Tight Cooperage in New Orleans

The busy season for the shipping of miscellaneous vegetables has come and gone, the coopers getting much good business, but by no means as much as they should have obtained. The rush of early vegetables was followed by the harvesting of the bean crop, which lasted three or four weeks and was remarkable for its volume. The full amount of this crop is not yet definitely known, but half a dozen of the small shipping stations across the lake from this city report shipments of green beans totaling sixty-one carloads. This would probably amount to 12,000 barrels from a limited area, but, unfortunately, the beans were not shipped in barrels, for the reason, satisfactory to the shippers, that their customers prefer packages that are smaller than a barrel, and also because green beans stand shipment best in smaller packages. For these reasons hampers and baskets are used, in spite of their flimsiness and the danger of injury in transit.

The New Cooperage Apple Hamper Adaptable for Many Farm Products

The safe and solid package that would have exactly met the requirements of these bean shippers is the "cooperage apple hamper," but there is no evidence that any effort was made to bring the merits of this package to the notice of the shippers of beans. Here was a possible market for some twenty-four thousand of these small packages, with many other similar markets near at hand, all entirely overlooked by the coopers.

The June issue of the JOURNAL tells of plans that are being made to introduce the cooperage hamper to the apple trade, but how about the Southern peach trade? If this package is good for apples it is certainly better for peaches, which are more likely to suffer in transit if not properly packed, but which nevertheless are shipped in baskets. The basket people are well aware that their products are not giving satisfaction to the peach trade, and are making strenuous efforts to improve the quality of their output. Their baskets are now greatly improved in quality, some of them being so good that they certainly can not be sold for less than twenty-five cents each, but still they are not in the same class with the cooperage package. A little missionary work in this line would win the lasting gratitude of the consignees in the city markets.

Rush Business Among Green Corn Growers Continues

The green corn season opened with a rush that still continues, and in this business the same condition prevails. Some retailers want their purchases to come in barrels, but most of them prefer to receive green corn in smaller packages, and for this reason there are more baskets and hampers than barrels used, so the coopers are losing much good business in this line by neglecting the smaller package.

Wooden Barrel the Only Satisfactory Package for "Goose Neck" Squash

It is pleasant to record, however, that the barrel has a monopoly of one particular branch of the produce industry. The "goose-neck squash" is a numerous and popular member of the squash or pumpkin family that is too long to go into a hamper and too crooked to be packed in a crate, so it is shipped only in barrels. These remarkable vegetables are so crooked that they would crawl off if they were not packed in good containers, and the darkies on the loading platforms show remarkable skill in packing them in barrels, fitting them together in such a way that they get a remarkable number in each container.

All the Wooden Barrel Needs is Organized Publicity and Selling

The shippers of produce say that they wish to use the kind of containers that are most satisfactory to their customers; then why not try to set some of the large produce buyers right on the subject of containers? The manager of the Great Atlantic & Pacific Tea Company in this city says that his concern here buys $300,000 worth of produce each year. When men buy on such a large scale it certainly ought to be easy to interest them in good packages.

A visitor in one of our city shops found the crew at work on paste barrels. He had thought that paste came in little bottles or jars, and was surprised to learn that the paste makers use a considerable number of barrels, and that business in that line is good.

Good Demand for New and Used Tight Barrels

The cotton oil mills are all busy, and the demand for tight barrels, buckets and tubs for their products is good. A good many molasses and syrup barrels are also being used, but perhaps the best tight business being done at this time is for syrups and flavoring extracts for the soft drink makers.

The demand for used tight barrels for roofing paint and other tarry products exceeds the supply.

At this writing none of the sugar refineries are using barrels, but that is a condition that is likely to change at any time, for the refinery that uses no barrels one week may use thousands of them the next.

Fish Industry Has Had Good Season

The fishermen are having a good season, and require a good many barrels for their catches, though the box has made some inroads into this trade.

The box and crate people in this section are playing in hard luck, in spite of their success in competing with the barrel. One of the larger box-making plants in this city suffered a disastrous fire, and then the big box plant at Crystal Springs was razed by fire, with a loss of half a million dollars. In addition to the loss of property destroyed by the fire this firm suffered a very serious loss of business. The fire occurred at the beginning of the tomato shipping season, and five hundred thousand empty tomato boxes that had been made up and stored to meet the coming rush of business were destroyed by fire. A great many orange boxes were also destroyed.

Why Not the Cooperage Hamper for Tomatoes?

The people of Crystal Springs call their town the "Tomatopolis of the world," the tomato being the chief crop in that section, and the loss of so many containers is a calamity to the whole community. It is but rarely that tomatoes are shipped in any cooperage package, but now, when nothing else can be obtained, why should they not give the cooperage hamper a trial? If the one-bushel barrel-tub is ever to be used for tomatoes now is the time to begin, for the total lack of packages during the season would be ruinous to the whole community.

More hard luck for the makers of wooden boxes is seen in the opening here of a new $150,000 fiber box plant. This plant will manufacture solid fiber corrugated and folding boxes at the rate of possibly a million dollars worth per year. If the cooper finds it hard to meet the competition of the wooden box people, let him think of the fate of the wooden box people having to meet the competition of a concern like that, which can undersell them and furnish packages quite as satisfactory as their own. The wooden box makers, however, are an energetic lot, and when they find it impossible to meet the competition of the fiber box they may try harder than ever to win the trade that by right belongs to the cooper.

Apple Barrel Demand Showing Itself—Outlook Very Good

Just now it is too hot around this part of the country to get excited about anything, including the cooperage business.

Mint juleps are out of order so we are dividing our time between business and a cool spot under a shady tree. In spite of this divided attention we find that the cooperage business could be a lot worse than it is. When the weather was cool we were doing considerable worrying about substitute packages, wondering whether these substitutes would leave us enough business to pay expenses and considering how long we would be able to fight against these odds, but the past month has assured us conclusively that we did more worrying than was necessary, because the orders that have been coming in have proven that people are still using barrels and as we have always known, these barrels can not be made without staves, heading and hoops. It is this good demand during the past month that has emphasized in our minds the fact that there is still barrel business.

Considerable of the present cooperage demand is for apple barrels. Weather conditions at the mills during the early part of the year coupled with the psychological effect of the uncertainty above referred to, have put many of the mills in a position where the statement, "Sorry, but we haven't the material to offer you," is not an unusual reply to an inquiry. Such a condition as this always tends toward higher prices and while many of the mills are unable to furnish everything, they can, most of them, furnish something and the stimulating price which has affected everything particularly in the stave and heading line is beneficial to the mill when it furnishes something.

Unfortunately there seems to be more of an uncertainty in the hoop situation than in anything else. The hoop end of the business has been affected by barrel substitutes just the same as staves and heading, but in addition to that so many concerns are now using steel hoops and wire hoops that good stave and heading business does not necessarily mean good hoop business. While hoops are moving right along they are not moving as well as staves and heading and prices seem a great deal more uncertain. Just now there is such a wide range between the asking price and the selling price that it is difficult for the buyer of hoops to determine whether he is paying too much or too little. The scarcity of elm timber will probably right this situation before long, because uncertainty of price usually results from producing more than is needed and in spite of the curtailing of the needs it will not be long before the elm hoop supply will be behind these needs. On the whole we have been well satisfied with the volume of business in this locality during the past month and the outlook for the near future is pleasing.

C. M. VAN AKEN, *President,*
C. M. Van Aken Cooperage Co.,
New York City.

Buffalo Barrel Trade on Active Basis

The flour barrel trade is on an active scale, with some of the shops now running on full time. This indicates that a good amount of flour is now going abroad in wooden packages, which is a situation bound to be productive of satisfaction to the cooperage industry. The local mills are now operating at about 75 per cent of capacity. They have been confronted for some time by an unsettled state of affairs in the wheat market, but now that the farm relief bill has been signed by President Hoover there is more confidence among millers as well as their customers, who feel that a demoralized wheat market is no longer likely.

New Apple Container Favorably Commented Upon by Coopers

The new apple container is being favorably commented upon by coopers, who feel that it will fill a long-felt want for a smaller, yet substantial, package for apples and other fruit, which will not only be attractive, but economical. It is of course difficult to display apples temptingly in a grocery store window in a large-sized barrel, but the new package will make an attractive display of this kind. It will meet the needs of housewives who either cannot afford to buy a big barrel of apples, or do not have the storage place for it. There should be no better place to popularize the new container than in western New York, which is such a great center of the fruit industry.

The hot weather of the past month is thought to have done some damage to apples and to have promoted the spread of insects, including the rosy aphis and the green aphis. The prediction is made by apple men that no bumper crop will be seen this season, but that late varieties may not be seriously harmed by unfavorable conditions.

International Apple Shippers' Association to Meet in August

More than 200 delegates from western New York are expected to attend the 34th annual convention of the International Apple Shippers' Association, to be held on August 13th to 16th at the Royal York Hotel, Toronto, Ont. The estimated attendance at this convention will be 16,000, representing many different countries. Among the subjects to be discussed are important impending legislative measures on farm relief, foreign trade and licensing bills. There are so many matters of interest to the growers, and so many men competent to discuss them at the convention, that it will undoubtedly be well worth while to attend.

The demand for second-hand barrels is fairly active, particularly for slack barrels, in which the supply is not large. One of the dealers says that used flour barrels are quite scarce. Various lines of industry are using second-hand barrels here, including the meat packers. Old whiskey barrels are bringing a high price.

Fifteen individuals and firms in Buffalo have been indicted as alleged members of a nation-wide liquor conspiracy. They are charged with participation in the distribution of bogus whiskey equipment. A raid was made here last March, at which time 3,000 whiskey-soaked barrels and much other equipment was captured. The barrels were used as temporary containers of moonshine liquor or reclaimed alcohol, which was later to be put into bottles and sold as imported liquor.

Notes of the Trade

Leslie LaNieve, of the Cate-LaNieve Cooperage Co., Memphis, Tenn., was a visitor to Buffalo a few days ago.

Willis K. Jackson, president of Jackson & Tindle, has returned from a few days' business trip to New York.

The Quaker City Cooperage Co. reports improvement in the demand for flour barrels, with a good outlook for the near future.

The Niagara Cooperage Co., Lockport, is turning out some flour barrels for the milling industry there, but reports that there is little doing now in apple barrels.

H. Feldman, a second-hand barrel dealer of 2 Watson Street, finds that trade on a fairly good basis, with various lines of industry looking for both slack and tight barrels. Supplies of slack barrels are not large.

The International Milling Co. has about completed work on an addition to its milling capacity, bringing it up to 6,000 barrels daily.

Andrew C. Hughes

There was something particularly depressing in the passing of that staunch defender of the wooden barrel, Andrew C. Hughes, which occurred May 23d, after but a little more than a month's illness.

"Andy," familiarly known by that name to his countless friends throughout the cooperage industry, was but young in years, as years are counted in this day, and his fund of vitality and energy appeared such as should have carried him well to the century mark. That he could not have remained longer with us will be long regretted.

Andy Hughes belonged specifically to the cooperage industry since he was born, bred, raised and labored as a wooden barrel man—and fixed as he eternally was in his integrity and honesty—he undoubtedly died with his full loyalty still vested in the package of his choice.

In memory Andrew C. Hughes will be held by all who knew him as one "who gave his best" at all times and under all circumstances. No finer memory or epitaph could be desired by any man. We'll miss you, "Andy," because we liked you.

Improvement Readily Noticeable in Louisville Cooperage Circles

Full Force Demand From Food Products Concerns Not Present as Yet But Outlook for a Good Run of Business is Especially Bright

There is a little improvement being shown in the demand for packages, although the season for active movement of packages into the food packing industry still has a little way to go before it will become really active. Business is as good or a trifle better than it was at this time last year, it is said, while prospects look just as good or better. Favorable weather enabled farmers to plant normal or better crops, and May and June weather was favorable to growth and development of many lines, with the result that it now looks as if there will be a considerable amount of stuff in mid-summer and later, requiring tight packages.

Slack Cooperage Remains Somewhat Quiet

Movement of slack packages continues a trifle quiet, although movement of first crop potatoes is now starting, and is taking a few slack barrels for use in less than car lot shipping, at a time when the stock is new, green, and tender. In fact since the middle of June the potato crop has been creating some demand for slack barrels, whereas heavy car lot movement was not expected to get started until about July 5th to 10th.

Labor Scarcity Holding Down Cooperage Stock Production

Production of staves and heading in the South is reported to be a trifle quiet just now, on account of the strong demand for labor, especially from the cotton planters, who over the active planting and cultivating season, as well as picking season, need labor and lots of it. Many stave and heading men are rather inclined to reduce operations and make no real effort to run when cotton requires labor, as it would merely force up wages, and the cotton people would win out in the long run, as they have to have labor at a given time, whereas the stave and heading man can operate at other seasons. To fight the cotton planter for labor would merely result in the cotton man's crop costing him more money, and this would work to the disadvantage of the cooperage man as well. The result is that when the cotton man needs labor, the cooperage people ease their operations.

Cotton Will Have a Fair Crop This Year

Indications are for a very fair cotton crop this year, running between 14,000,000 and 15,000,000 bales according to some predictions, although the Federal reports are not out yet. A fair cotton crop would help the South a lot. The usual boll weevil talk is being heard, but it is claimed that if dry, hot weather is experienced in July, the weevil problem will not be a serious one. A big cotton crop will mean lots of cotton seed and considerable activity for the seed crushers and oil refineries.

Fruit Crop Conditions Generally Are Favorable

Prospects point to a good apple crop, which should create some demand for slack barrels even in this territory, which is not a large packer. A good cabbage crop has been experienced, and considerable stock has been moving from the Louisville territory to the North, but principally in standard crates. The berry crop was large, and prices low, which enabled the preserving and syrup people to handle a good pack.

Notes of Interest from the Louisville Trade

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, reports that the carriers in publishing new rates to Canadian points from the southwestern territory, including Texas and Louisiana, failed to provide routings with milling in transit privileges through Ohio River crossings. When it was called to their attention the carriers readily agreed to a petition being filed with the Interstate Commerce Commission to restore such routings on lumber, cooperage material and general forest products, with the result that the old situation will in no way be interfered with, and stock can be moved through Louisville, Evansville and others points for drying, finishing, etc., without any interference.

P. M. Dormeyer, of Chicago, who came to Louisville just a few months ago as sales manager of the Atlantic Tank & Barrel Corporation, has recently resigned his connection with the company and returned to Chicago. Dormeyer has had considerable experience in the package business and is well known to the industry.

Arthur Herb, general manager of the Louisville division of the Atlantic Tank & Barrel Corporation, recently returned from a trip to the East, where he saw his wife and daughter off on a summer trip to Europe.

The Atlantic Tank & Barrel Corporation is winding up its Louisville operations, and is now working up such material as it has on hand; and gradually selling such machinery as becomes idle, with plans for dismantling the plant, and later selling the property. It had been planned to finish up about July 1st, but it will take a little longer than that date to clean up or finish material on hand.

Passing of the Atlantic Tank & Barrel Corporation's Louisville division will mark the passing of the second large tight barrel plant from Louisville within about three years. The Chess & Wymond Co. quit making barrels more than two years ago. The Gambrinus Cooperage Co., operated by Philip Sengel & Son, which was a fairly active organization back in the days when brewers and distillers were operating, today is only making a few slack packages, being out of the tight game.

Jas. W. Donaldson Co. Purchases White Oak Timber to Manufacture Bourbon Staves

A tract of white oak virgin timber which, in the opinion of old-time timber men, is the finest in the entire Ozark mountain section was recently purchased by the Jas. W. Donaldson Company of St. Louis, Mo. The timber is located in Shannon County, Missouri, and until a few months ago was not accessible because of there being no railroad through this section. The Missouri Pacific is now laying a branch line that is opening up the last tract of consequence left in the Ozark Mountains.

Due to the unusual excellence of the white oak, the Donaldson Company will convert it into bourbon staves and are installing several saws in Shannon County where the staves will be manufactured, air-dried and listed.

Gideon-Anderson Co. to Handle Sales for Vail-Donaldson Co.

The Gideon-Anderson Company, St. Louis, Mo., announces that it has taken over the sales of the Vail-Donaldson Company, which operates three stave mills and two band mills. The Gideon-Anderson Company is one of the most extensive manufacturers of hardwood lumber and cooperage stock. The addition of the Vail-Donaldson Company's output gives it an additional source of supply which places it among the leading producers of the country.

Cooperage Conditions Continue Excellent in Great Britain

There is no complaint to make in the trade, both sides, tight and slack, being steadily busy.

The demand for memel staves is good, and fairly large parcels ex stock have been sold to consumers. Cooperages are well employed.

The demand for American staves is good, and seasoned stock is selling freely. There is a fair inquiry for dressed oak matched stock, but none at all for gum at present.

The slack cooperage demand continues good, with consumption, if anything, above the normal. Stocks in importers' yards are gradually being reduced, though supplies are ample for the present.

Fir staves from Archangel are expected to arrive soon.

J. C. TINKLER, Tinkler & Webster, Ltd.,
Liverpool, England.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1888, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

THE APPLE SEASON
IS HERE

BOOST THE
WOODEN BARREL

Apple Outlook Is For Good Average Crop—Cooperage Trade Must Push New Cooperage Apple Hamper For Bushel Shipments to Combat Competition From Box and Basket.

THE story of the 1929 apple crop as told in this issue of the JOURNAL indicates an apple production this season not very far behind the bumper yield of 1928.

It is a trifle early to make any predictions as to the ultimate harvest, yet the JOURNAL has no hesitancy whatever in stating that when the final totals are taken the yield this year will be almost as great as during last season.

Our confidence in this statement is based on the fact that general weather conditions have been more favorable, except in a few sections, and the cold snaps and frosts came early enough not to do untoward harm to the trees. The total production from commercial orchards last year was in the neighborhood of 33,000,000 barrels of apples, and it would not surprise us to see the total for 1929 come within easy striking distance of the 1928 total.

But how much of the 1929 yield will be shipped in barrels? That is the query that interests the JOURNAL, and should interest each and every manufacturer of slack barrels and barrel stock. How many apple barrels will be used in 1929? Frankly, we do not know, nor is it possible to obtain an accurate idea of such consumption, because the substitutes for the wooden barrel—the box, the basket, and the tub or hamper, continue on their way supplanting the barrel here and there. There is no doubt whatever but that there will be a plentiful demand for apple barrels, but such demand will be limited and held down because of the number of growers who are turning to baskets.

Making all due allowances for economic conditions, and the change from quantity buying to small purchasing units, as we stated in the JOURNAL'S Annual Apple Number of 1928, the loss for a great portion of the apple growers' business is the fault of the cooperage trade itself. Either manufacturers of apple barrels and barrel stock do not care to handle a larger volume of orders for the apple barrel type of container, or else such manufacturers are content to sit by idly and watch competition take their legitimate business away. For it is easily discernible to any one studying the situation as a whole that substitute container manufacturers, especially the box men, have made extensive efforts to convince the apple grower of the profitableness of bushel shipments.

The cooperage trade must awaken to the danger that confronts it if the apple container business is to be held by the cooperage industry. We realize that the JOURNAL'S constant reiteration of this fact may sound like an old story, oft repeated, but it is a story that is ever new. Loss of volume, loss of sales, loss of profits has been the lot of the cooperage trade for years, due to the activities of substitutes and the backwardness of cooperage and stock manufacturers to protect their trade outlets, and these losses can only be stopped when our industry recognizes the devastating policy of sitting down and waiting for business to come, while its competitors are hard after the orders.

Business once lost is difficult to regain, it is true, but the cooperage trade is presented with a splendid opportunity to regain the business of the apple grower, through the development of the new cooperage apple hamper described in the May and June JOURNALS. This new cooperage container enables the cooper to meet the substitute packages' claim of small quantity containers, as its capacity is one bushel. Moreover, it gives the cooper the added advantage of lesser cost plus a more substantial package. It is to be hoped that the slack cooperage trade will take full advantage of the new cooperage apple hamper, and that not a single apple grower will be allowed to remain in ignorance of its existence.

The JOURNAL has done its part in bringing this new cooperage container before the apple growing, packing and shipping industries, and will continue to do its full share in giving publicity to the new container. The Associated Cooperage Industries of America has also done its part in the development of the cooperage apple hamper, and now it is up to the trade, as a whole, to do its part in putting over the new cooperage package to the individual apple grower, shipper, packer and exporter. With the right kind of selling effort back of it, the new cooperage apple hamper will sweep the boards clean of substitutes and regain for the cooperage trade an increased volume of business, the profits from which will more than warrant the efforts put forth.

The JOURNAL makes an urgent call upon its trade to support this new package wholeheartedly, and in so doing not only aid our industry but each individual member of it as well.

Let us demonstrate to competing industries that the cooperage trade is a wide-awake industry and fully alive to its opportunities.

Business Has Made Considerable Progress Along the Road to Prosperity During Past Six Months—Cooperage Industry Will Ultimately Benefit From Better Conditions Generally.

NO doubt every reader of the JOURNAL has been asked the question, "How's business?" many times during the past six months. In fact this query has been so continuous that it has almost become monotonous. Yet it has been the method taken by many to build or rebuild their own confidence in present conditions and their hope in the future.

There is no denying the fact that the past six months had had its "ups" and "downs"; to do so would be to reveal a lack of business knowledge and trade insight, yet taking conditions as a whole there has been a steady onward push that has resulted in considerable progress in the way of more and better business.

The JOURNAL had the pleasure of sitting in on a round table discussion during the past month at which the question of "How's Business" was the leading topic. There was no play to the gallery at this meeting. The opinions given were stripped of all undue pessimism and optimism, and the "ifs," "ands" and "buts" that are invariably present at a business meeting were conspicuous by their absence.

It was the general thought at this conference that business has weathered the heaviest part of the storms of unsettled conditions, farm problems, politics, and stock market speculation, and that with the coming of the fall months, there would be a very healthy tone both as to demand and prices.

The manufacturers and merchandisers assembled felt that the Farm Relief legislation while not pleasing to all, would have a very beneficial effect on the purchasing power of the farmer, and that the uncertainty which has permeated the agricultural districts would eventually disappear.

All opinions of experts to the contrary, the manufacturers and merchantmen in conference felt that stock market speculations had been a deterrent to business. However, the reactions of the past few months have been such as to demonstrate to the majority the fallacy of "big killings" in the market, and business men have learned again the lesson of putting their capital to work in their own plants, stores and factories for a sure and lasting profit.

We came away from that round table discussion in a more cheerful mood, for the opinions expressed therein not only confirmed the JOURNAL'S own belief in the ultimate good business of the future, but it also gave us a new lease on the optimism which is and always has been an inherent quality of the JOURNAL.

As to the cooperage industry, while the improvement has not been as extensive as is necessary to bring the trade back to a prosperous basis, nevertheless there has been considerable betterment all along the line and the outlook is sufficiently bright to warrant a good feeling among cooperage and cooperage stock manufacturers generally. The demand for barrels and barrel stock is heavier than for some time, stocks in hand have been reduced, and prices, especially for stock, are firmer, due to conditions that militated against large scale operations at the plants, as well as to the better volume of business obtained.

True, the cooperage industry has suffered severely from the inroads made by substitute containers, but even in this respect there is the ever-living hope that our industry will eventually adopt a plan of action to combat this encroachment.

The JOURNAL faces the future with absolute confidence believing firmly that the cooperage industry is now on the threshold of that good business and prosperity for which we have been working and striving, and that each and every member of our industry will experience the return of a steady and profitable run of trade that will more than compensate for the lean years that now we feel sure can be said to belong to the past.

Wants in Cooperage Lines

A. T. Clark, Vergennes, Vt., is in the market for 600 apple barrels.

Arthur H. Hill, Isle La Motte, Vt., is in the market for 500 apple barrels.

J. Frank Jones, Washington, Va., is in the market for 15,000 apple barrel hoops.

J. W. Nethers, Nethers, Va., is in the market for sufficient hoops and heading to manufacture 1,500 apple barrels.

A. I. Hull, Rochester, New Hampshire, is in the market for about two cars of apple barrels.

S. Everett Harwood, Bennington, Vt., is in the market for one small car of apple barrels.

Cooperage Association Warns Tight Barrel and Keg Manufacturers of Small Container Competition in Cold Pack Fruit Industry

The following information has been sent to all tight cooperage members of The Associated Cooperage Industries of America.

"Experimental results with the frozen pack method of storing berries promise to furnish 'fresh' strawberries, raspberries, and other soft fruits to the housewife the year round, says the United States Department of Agriculture.

"Department investigators have found it feasible to pack these fruits in small containers suitable for domestic use which may be handled by groceries and markets with improved refrigeration facilities.

"The preserving of berries by freezing them in barrels, kegs, or cans, commonly called the frozen-pack or cold-pack method, is already an industry of considerable importance in the Pacific Coast region, where approximately 100,000 barrels of berries are put up by this method yearly. When good fruit is put into cold storage within a few hours after it is packed in the barrels and is cooled quickly to freezing temperature it has a quality which compares favorably with fresh fruit. . . .

"Although the 50-gallon container is commonly used at present, there is a tendency toward the small package which can be sold direct for domestic use. Experiments indicate the practicability of packing strawberries and raspberries in the smaller package and storing under refrigeration, so they will retain much of their freshness long after picking. (*The Packer*, June 22, 1929.)

"It would seem from the above article that tight coopers both on the Pacific Coast and in other parts of the United States who furnish barrels and kegs for this trade, need to keep in close touch with developments so as to protect their own interest. The Canning Industry appropriates large sums yearly for research work to promote the use of cans wherever it is possible to do so, and evidently their research is bringing results."

Apple Prospects For 1929 Are For a Crop That Will Compare Favorably With the Abundant Yield of Last Year

Apple Growing Districts, With But Few Exceptions, Report Good Outlook for Apple Production This Season—New Cooperage Apple Hamper Should be Given Wide Publicity and Sales Effort to Counteract Extended Use of Bushel Boxes and Baskets

Reports from apple growers as to crop prospects and conditions for 1929 so far received by the JOURNAL indicate almost generally that the apple yield this year will be a good average one. Usually the year following a bumper harvest such as we had last year suffers a material decrease in production, but there is every reason to believe that 1929 will prove an exception in this respect.

The United States Department of Agriculture reports apple crop conditions on June 1st as 66.6 per cent of a full crop, compared with 72.2 per cent for 1928 and a ten-year average of 68 per cent. These figures of course are subject to change, but it is not thought that the June drop will lower them to any great extent.

In the New England districts everything is favorable to a good average crop with high yields in Maine and Vermont. New Hampshire and Massachusetts are expecting harvests somewhat better than usual following such an abundant season as 1928 proved to be.

From New York State comes the information that the crop will average about 75 per cent or approximately 3,500,000 barrels. Pennsylvania conditions point to a 57 per cent harvest, but the fact that Yorks and Ben Davis are heavy this year in comparison with last season is good news to the cooper, as these varieties are barreled more largely than others.

Conditions in Illinois are disappointing, indications in those districts being anything but favorable. The summer apple area has a fair crop outlook but fall and winter varieties will produce but lightly. However, this section is counterbalanced by the reports which come from Missouri. W. R. Martin, Jr., acting secretary of the Missouri State Horticultural Society, Columbia, Mo., advises that the crop this year will total about 660,000 barrels compared with 474,000 barrels in 1928.

Down in Virginia the outlook is for a crop in excess of 2,500,000 barrels, while West Virginia expects an output the same size as 1928, when the production figures reached a total of 800,000 barrels.

Crop prospects in Canada are for at least a 50 per cent increase over the production of 1928. While the season has been backward, nevertheless there has been an abundance of good weather in the last month or two. Moreover the commercial orchards, especially in Ontario, have been thoroughly sprayed and cared for, which will have the effect of not only guaranteeing a plentiful harvest but a quality one as well.

The following letters and reports from the various apple growing districts will give JOURNAL readers an idea as to the volume of the 1929 apple harvest, as well as the possible consumption of apple barrels and barrel stock. Apropos of this cooperage demand, the JOURNAL calls particular attention to the number of growers who are turning to baskets and boxes as shipping containers, and the opportunity that is presented to hold this business for the cooperage trade by demonstrating to these growers the advantages of the new cooperage apple hamper.

—

2,500,000 to 2,800,000 Barrels to Market Virginia Apple Crop

RICHMOND, VA., June 20, 1929.
Editor, the JOURNAL:

In accordance with your request I am sending you herewith a statement concerning the Virginia apple crop. This statement is largely based upon conditions about June 1st, but there has been no unusual development since that time.

Very truly yours,
HENRY M. TAYLOR,
Agricultural Statistician,
State Department of Agriculture.

—

The Virginia commercial apple crop is not expected to be as large as the 1928 production. Trees bloomed about ten days or two weeks earlier than usual, and while there was no frost damage the apples did not set well because the cold, wet weather during the blooming period proved unfavorable for pollenation. The total crop is expected to be about 15,000 cars, compared with more than 20,000 cars in 1928, which was the largest shipment on record.

Apple prospects are poorer than last year in all districts except in the South Valley or Staunton section. In the North Valley the York Imperials did not set as heavy as in 1928, and in the Piedmont districts the Winesap crop is reported to be much lighter than last year.

The York Imperials and Winesaps are the two most important varieties grown, but neither of these are expected to yield as well as last year. Ben Davis is also not as heavy as last year, and Stayman prospects indicate a considerably lighter crop than last year. In some districts Pippins are reported to be better than last year, while in others the crop is not as good.

In recent years growers have been using the bushel basket for packing a small percentage of the crop, but the greater part of the apple crop is still packed in barrels. It is probable that from 2,500,000 to 2,800,000 barrels will be needed for the 1929 crop.

Between 200,000 and 300,000 Barrels Will be Used by Penna. Growers

HARRISBURG, PA., June 20, 1929.
Editor, the JOURNAL:

In reply to your letter I would advise that the June 1st crop estimate places the condition of the Pennsylvania apple crop for 1929 as 57 per cent of normal. It so happens that Stayman, Delicious, McIntosh, and certain other varieties which are most often packed in bushels, are very light in the State, while Yorks, Ben Davis, Gano and similar varieties are generally much heavier, these being principally varieties which are barreled.

An estimate of the number of barrels which will be used in Pennsylvania during 1929 would be merely a very rough guess. However, I should think there would be used somewhere between 200,000 and 300,000.

Yours very truly,
D. M. JAMES, *In Charge,*
Fruit and Vegetable Marketing,
Department of Agriculture.

Demand for 3,500,000 Barrels Can be Looked for from New York Apple Growers

LE ROY, N. Y., June 18, 1929.
Editor, the JOURNAL:

Today I mailed questionnaires on the fruit condition to our members but it will not be ready to give complete report before July 6th to 8th. As this would not reach you in time for your Annual Apple Number will try to give you a brief report.

The bloom was about normal time in the western part of the State, *i. e.*, around May 20th. Pollenation weather was not uniformly good so that many of the varieties that bloomed heavily seem to be setting very lightly. The present indications as far as I can learn are about as follows: Duchess and Wealthy about 80 per cent of a full crop. Twenty-ounce and Kings bloomed lightly and have set very poorly, indicating not over 50 per cent of a crop. Greenings bloomed fairly and are setting only fairly. McIntosh bloomed heavily but is setting lightly. Not over 40 per cent of a crop. Baldwins had a heavy bloom and are setting

APPLE BARREL STOCK

Do not wait until the opening of the apple season to place your orders for Apple Barrel Stock. To do so may result in delayed shipments when the stock is most needed and higher prices.

It will be to your advantage to let us contract your 1929 apple barrel stock requirements right now.

Wineman staves, heading, hoops and liners are a guarantee of sturdy apple barrels that satisfy the most exacting customer. Write or wire to our nearest representative for quotations. You will get real service.

Our Established Responsibility is Your Protection

HENRY WINEMAN, JR.
5 Larned West, Detroit

Sales Representatives:
Lewis Metcalf, Middleport, N. Y., J. F. Wilson, Martinsburg, W. Va., O. A. Rockefeller, Germantown, N. Y., Fred T. Mears, Onancock, Va., M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

The Best Looking Apple Barrels Are Made From Good, White (Tupelo)

Apple Barrel Staves

Properly made, we believe there are no better staves manufactured, and our operators know how to make them. We are also prepared to furnish all other kinds of Slack Barrel Stock in all grades and sizes and on short notice, as all our mills are equipped with the latest and most approved drying systems.

Having assembling facilities at St. Louis, we can also execute orders quickly and advantageously for

MIXED AND MATCHED CARS

Exclusive Agents for
DISHER COILED ELM HOOPS

LET US KNOW YOUR REQUIREMENTS

THE GIDEON-ANDERSON CO.
Second and Angelica Streets St. Louis, Mo.

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

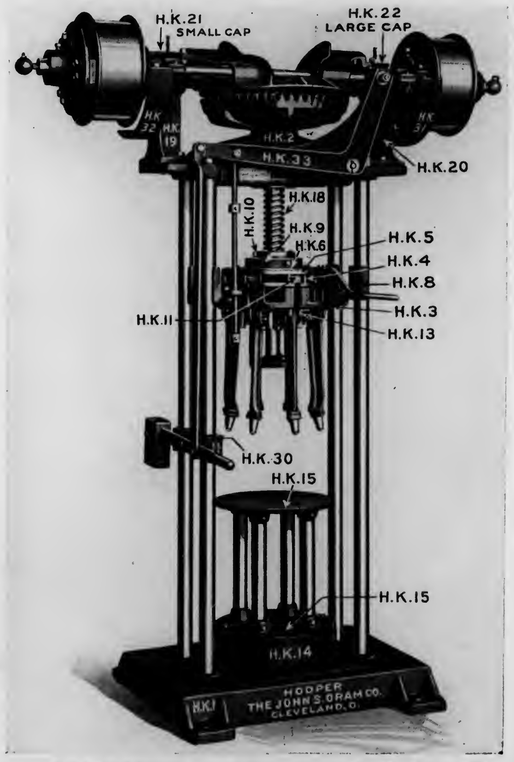
BARREL MACHINERY
Oram
CLEVELAND, O., U.S.A.

ORAM'S

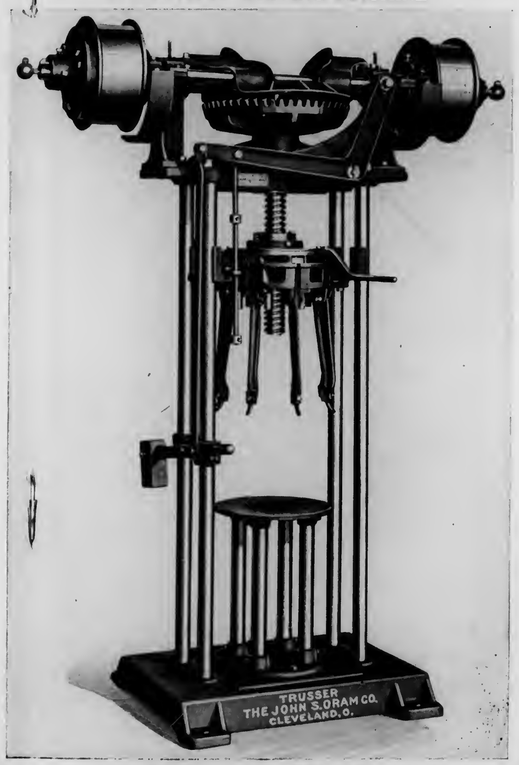
New Small Keg Machines for Packages, One-half-Gallon to Five-Gallon Kegs

LATEST UP-TO-DATE MACHINES

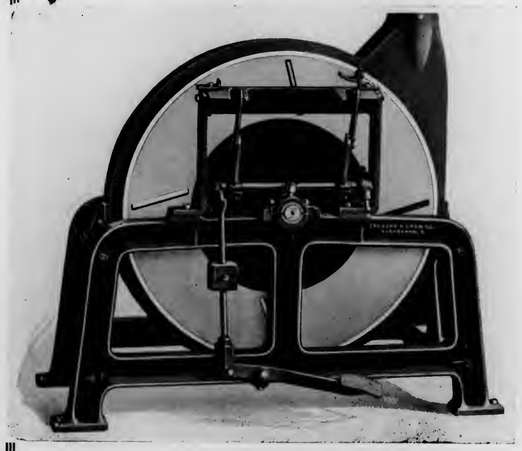
HOOP DRIVING MACHINE



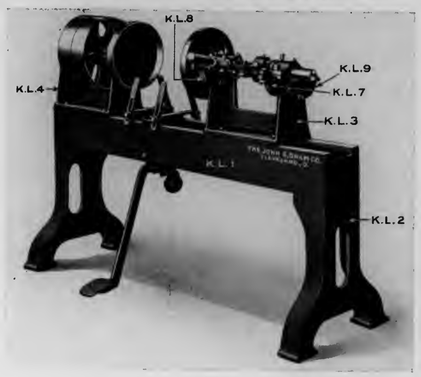
TRUSS-HOOP DRIVING MACHINE



STAVE JOINTER—8 Inches Up to 18 Inches

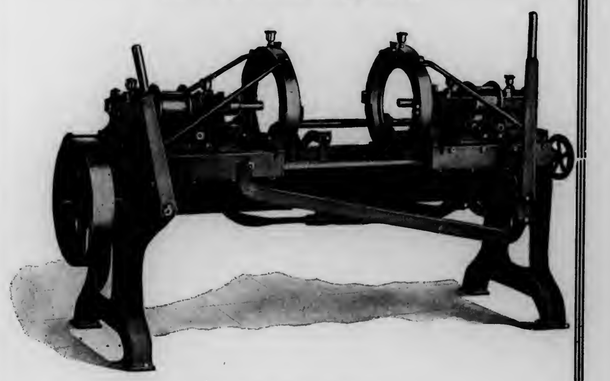


KEG LATHE
Also Can Fit Up With Plane and Rod and Rest



STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

KEG CROZER—4-inch Diameter Head to 11-inch Diameter Head and Up to 20-inch Long Staves



FIFTY-SEVEN YEARS
of
"Knowing How"
ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY
CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Mailed on Request
108 PAGES

SLACK BARREL MATERIAL

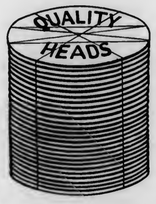
Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.



ALL SIZES 8" to 24"

QUALITY HEADS ARE BEST

SCIENTIFICALLY MADE FROM SOUTHERN PINE

HEADS - HOOPS - STAVES

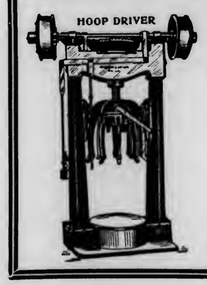
C. E. MURRAY
DECHERD - TENNESSEE

Pine Heading a Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.

MANUFACTURERS OF

Yellow Pine Lumber and Timber,
Hardwood Lumber, Pine Heading,
Veneer, Crates, Lath, Etc.



WEIMAR ENGINEERING WORKS
Builders . . of . . Hoop Driving, Barrel Washing and Bung Hole Boring Machines

SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

heavily. Northern Spy bloomed only medium and is setting lightly. Not over 60 per cent expected. Baldwins about 80 per cent of full crop.

Taking all varieties we expect about 75 per cent of a full crop, or around three and one-half million barrels for the State.

The Hudson Valley crop, I understand, is very spotted and will be much lighter than the 1928 crop.

Very sincerely yours,
ROY P. MCPHERSON, *Secretary*,
New York State Horticultural Society.

Apple Crop Conditions as Reported by U. S. Department of Agriculture

The following table shows the condition of the apple crop in each State on June 1st, the condition on the same date in 1928, and the ten-year average condition on June 1st.

STATE	10-Year Average Per Cent	1928 Per Cent	1929 Per Cent
Maine	83	79	91
New Hampshire	83	92	77
Vermont	86	93	90
Massachusetts	83	95	74
Rhode Island	81	91	83
Connecticut	82	89	74
New York	78	78	79
New Jersey	73	75	67
Pennsylvania	70	72	57
Ohio	65	61	44
Indiana	60	65	64
Illinois	63	58	60
Michigan	74	65	78
Wisconsin	82	85	82
Minnesota	79	86	81
Iowa	72	71	79
Missouri	58	45	65
South Dakota	77	82	70
Nebraska	62	36	80
Kansas	58	38	75
Delaware	63	67	64
Maryland	60	63	61
Virginia	51	61	57
West Virginia	50	64	48
North Carolina	56	70	51
South Carolina	63	62	44
Georgia	63	65	43
Kentucky	54	72	50
Tennessee	53	68	50
Alabama	60	62	42
Mississippi	61	61	53
Arkansas	57	54	53
Louisiana	61	53	50
Oklahoma	60	35	58
Texas	60	40	65
Montana	81	90	85
Idaho	76	80	87
Wyoming	86	89	90
Colorado	80	81	79
New Mexico	65	40	63
Arizona	64	60	65
Utah	86	86	75
Nevada	71	75	80
Washington	81	85	76
Oregon	80	80	79
California	72	89	59
United States	68.0	72.2	66.6

THE COOPERAGE APPLE HAMPER

The Superior Container for Bushel Shipments

Stronger, more durable and more economical than any other type of bushel container. Accepted by storage houses at lower rates. A safe container for export shipments.

The cooperage apple hamper is constructed of No. 2 15-inch staves, with heads 16 inches and 13 inches in diameter; which are placed the same as in a barrel, *i. e.*, set in a croze, thereby giving it the greatest strength. Two wooden hoops and one wire hoop bind it securely.

This container is authorized under the provisions of the Standard Container Act of 1928 as embodied in Service and Regulatory Announcement No. 116, U. S. Department of Agriculture, Bureau of Agricultural Economics. Below are the Department's suggested specifications for the one-bushel barrel type hamper, so as to insure the correct cubical capacity:

Cubical capacity	2150.42	cubic inches
Outside length of staves	14.91	inches
Average diameter of top head over all	16.11	"
Average diameter of bottom head over all	13.16	"
Inside average depth between heads	12.54	"
Outside circumference midway between heads	48.89	"
Thickness of staves	11/32	"

Larger Percentage of Illinois Apples Destined for Baskets and Tubs

FLORA, ILL., June 24, 1929.

Editor, the JOURNAL:

We haven't nearly as many apples in Illinois as we had last year. The summer apples are relatively heavier than the winter and fall apples.

There will be some barrels used, as there always will be, but by far the larger percentage of the Illinois crop will go into baskets and tubs. All of the earlier varieties will go into baskets and tubs. Possibly a few cars of Jonathans and Grimes will be put into barrels.

I would think that Ben Davis, at least the larger percentage of them, would go out in bulk or barrels. Willow Twigs will be mainly in barrels. We do not expect to use more than half the amount of barrels we used last year.

There seems to be a demand for the smaller packages. Personally, we like to handle in barrels rather than in baskets, but the market conditions have to determine our course in this matter.

Yours very truly,
F. H. SIMPSON,
F. H. Simpson Company.

West Virginia Apple Crop Will Require Approximately 500,000 Barrels

MARTINSBURG, W. VA., June 24, 1929.

Editor, the JOURNAL:

Prospects for an apple crop through this section are for approximately the same production as a year ago. The bloom was heavy on all varieties and indicated a bumper crop, but due to cold and rainy weather during the blooming period, the fruit did not set good and we have experienced a very heavy June drop.

York Imperials show best and will constitute at least 50 per cent of our production;

Grimes Golden and Ben Davis show fair prospects with Delicious, Staymen, Black Twigs and Winesaps light.

Last season there was produced through the Eastern Panhandle of West Virginia in the neighborhood of 800,000 barrels. We have no check on the quantity moved in baskets and barrels. Our estimate would be at least 60 per cent moved in barrels and on this basis there will be used through this territory the coming season approximately 500,000 barrels.

Yours very truly,
R. W. HOLLIS,
Rothwell-Gatrell Fruit Co.

Ohio Apple Crop in Barrel Sections is Late

COLUMBUS, OHIO, June 19, 1929.
Editor, the JOURNAL:

Answering your inquiry about barrels for apples, will say that the tendency is more and more toward the use of baskets rather than barrels. There will, no doubt, be a limited number of barrels used in southern Ohio.

I can not give you a very accurate estimate, but I am satisfied there will not be nearly as many used as there were last year. One reason is that the crop is proving rather late in the section where barrels are used. This is about as near as I can come to giving you an estimate.

Yours very truly,
C. W. WAID, *Chief*,
Bureau of Markets,
Department of Agriculture.

—

According to estimates sent out by the Ohio State Horticultural Society on June 6th, apple prospects for summer apples in Ohio were 41 per cent of a normal full crop on that date. The prospects for winter apples were 50 per cent of a normal full crop. This report also indicated that prospects for both early and late apples in northern Ohio were better than in any other part of the State. The northwestern and central part while not as good as the northeastern section were better than the southeastern or southwestern portion.

According to the report issued on June 1st, by Mr. Glen S. Ray, the Federal Statistician for Ohio, the condition of the apple crop both early and late was 44 per cent. Last year on June 1st, it was 61 per cent and the five-year average was 65 per cent.

It has been an unusual season because of the excessive amount of rainfall and cold weather during and following the blooming period. As a result of the unfavorable weather conditions, bees could not work to advantage much of the time and spraying operations were difficult to carry on in a satisfactory manner. Then too, the same conditions which hindered satisfactory pollenization and spraying were favorable to scab development. As a result, there is an unusual amount of scab showing up in many orchards over the State. In some sections, apple aphis has done considerable damage.

It has been a season so far in which the most thorough orchardists have been able to overcome adverse conditions in most cases; while the careless orchardists have suffered severely. Owing to late frosts and scab development on the foliage and twigs, there was an unusually heavy June drop.

Taking the State as a whole, the conditions are variable. Generally speaking, early apples have suffered more than some late varieties. In the southern portion of the State, the standard Rome Beauty variety has come through as a rule in better shape than other varieties. On the other hand, Stayman and Delicious have suffered much more seriously in the same territory. In the north, the standard Baldwin variety bloomed excessively heavy, but the drop has been unusually heavy also. It was natural to expect a large crop of Baldwins this year following last year's light crop, but weather conditions have cut the crop short. In some orchards in northern Ohio there will be a good crop of Baldwins. In others the crop will be light to very light. The July report will probably show a reduction below the June 1st report. It is evident from this report that the conditions in Ohio are not as favorable as we would like to be able to report.

Rhode Island Apple Crop Slightly Below Last Year

PROVIDENCE, R. I., June 24, 1929.
Editor, the JOURNAL:

Up to the present time, we do not have complete information as to just how the apple crop will be in Rhode Island this coming season; however, the early estimates are that the crop will probably be slightly under last year's crop which was a short year.

Many of the earlier varieties have set quite well in many orchards. McIntoshes appear to have set very poorly, much lower than normal. Using this as a basis, I do not believe that there will be more than six or eight thousand barrels packed in this State. This area is gradually swinging from a barrel to a basket and box market. Baskets predominate in most sections.

Hoping that this information will be of value to you, I remain

Yours very truly,
M. H. BRIGHTEAN, *Chief*,
Bureau of Markets,
Department of Agriculture.

Only 50 Per Cent of This Apple Crop Will Go in Barrels

ASHFIELD, MASS., June 18, 1929.
Editor, the JOURNAL:

Our own apple crop is very heavy, but the average crop is slightly under normal, particularly Baldwins. Good quality is the rule. Barrels are being used less and less in this section. Probably half the crop will go into barrels. Approximately 10,000 barrels will be used in this immediate section. The weather has been very favorable so far.

Sincerely yours,
DONALD F. HOWES,
Abbott L. Howes & Son.

220,000 Barrels Will be Used for Missouri Apple Crop

COLUMBIA, MO., June 21, 1929.
Editor, the JOURNAL:

Our apple crop now is about 40 per cent better than at this time last year and we expect our commercial crop to be 660,000 barrels, requiring 220,000 barrels as about one-third of the crop is put in barrels, the balance being shipped in bulk or bushel containers.

During May scattered hail storms seriously injured a good many orchards; and while the crop was not all knocked off, the apples will be unfit for market. Apples are quite well distributed throughout the State, having had a heavy bloom, but did not set as well as expected, and the heavy June drop was in progress at the first of the month. Our prospect is for better farm production than last year, and probably most of the commercial orchards will have somewhat near the number they should carry for best development.

Very truly yours,
E. A. LOGAN,
Agricultural Statistician,
U. S. Department of Agriculture.

Need for Cooperage Apple Hamper Among Missouri Growers

COLUMBIA, MO., June 20, 1929
Editor, the JOURNAL:

The June prospects for the commercial crop of apples in Missouri indicate 660,000 barrels as compared with 474,000 for June, 1928. I am sure the July prospects will decrease the June prospects somewhat because of heavy scab infection. It would be hard to say just how many barrels will be needed to pack the Missouri crop for 1929. From general observations, I would guess that one-third of the commercial crop of Missouri will be packed in barrels. The use of bushel baskets has been increasing rapidly the last few years and only the better grades of fruit packed for cold storage purposes are being packed in barrels.

Yours very truly,
W. R. MARTIN, JR.,
Acting Secretary,
Missouri State Horticultural Society.

Illinois Will Have Light Apple Crop

SPRINGFIELD, ILL., June 29, 1929.
Editor, the JOURNAL:

The 1929 apple crop prospect in Illinois is for a light crop. The summer apple area in southern Illinois has a fair crop but our fall and winter varieties vary from a near failure to fair in the various orchards. The June drop has been unusually heavy.

Calhoun County, the heavy commercial section of the State, which usually produces one-third of the State's commercial apple crop has the smallest crop in years.

Yours very truly,
A. J. SURRATT,
Agricultural Statistician.

35 Per Cent of New Hampshire's Commercial Apple Crop Will be Shipped in Barrels

CONCORD, N. H., June 18, 1929.
Editor, the JOURNAL:

We have your letter dated June 15th, making inquiry concerning the apple crop in our State.

We are enclosing for you a copy of the report of the New England Crop Reporting Service. This service represents the New England States and is a co-operative enterprise. I should anticipate that approximately 35 per cent of our commercial crop will go into barrels.

If we can be of further service, do not hesitate to call upon us.

Yours very truly,
LAURENCE A. CARLISLE,
Agent in Marketing,
Department of Agriculture.

—

Apple Crop Conditions in New England States

It is always unsafe this early in the year to make a definite prediction for the apple crop. It was only a few days ago that the blossoms dropped off the Baldwin trees in northern Maine and it is impossible for any one to make a very accurate guess concerning the set of fruit. However, reports with regard to the amount of bloom and weather conditions during the blossom period indicate that the apple crop in New England is likely to be about average or slightly less than average. The bloom as reported is less than a year ago but the weather conditions during the blossom period are reported as being considerably better. Last year the blossom period in most fruit sections was characterized by a large number of cloudy, cold days, during which the bees did not work satisfactorily. This year in general the weather conditions were fairly good. The average temperature in Boston for the month of May was about four degrees above normal while rainfall was .36 inch below normal. While it is too early to predict the set of apples, it is likely that on the average for New England, the set will be better than a year ago.

The earliest date of blossom reported to this office was May 2d for McIntosh in Middlesex County, Massachusetts. The average blossom date for McIntosh was reported for Connecticut as May 13th, Massachusetts, May 16th; New Hampshire, May 22d; Vermont, May 25th, and Maine, May 28th. The blossom period for Baldwin was reported as about three days later than McIntosh. During this period of blossom, Maine and Vermont apple growers report high temperatures, plenty of sunshine and low rainfall, although in both of these States the number of bees is reported as below normal. New Hampshire appears to have had about average weather conditions with regard to temperature, sunshine and rainfall while Massachusetts and Connecticut apple growers report rather low temperatures and sunshine below normal. On the whole, apple prospects appear at this date to be somewhat better in northern New England than in southern New England.

The reports received to date indicate a very light bloom of Baldwin together with a heavy bloom of McIntosh in all the New England States. It should be remembered that McIntosh is always a good bloomer while Baldwin trees do not blossom so heavily. However, it appears that McIntosh prospects on June 1st of this year are better than a year ago and that Baldwin prospects are not so good. The average condition of the apple crop as reported on June 1st for New England was 81 per cent compared with 89 per cent last year and 83 per cent for the average of the ten previous years.

The number of trees being planted are reported as 61 per cent of normal in Maine, 90 per cent in New Hampshire, 66 per cent in Vermont, 54 per cent in Massachusetts and 40 per cent in Connecticut. This indicates a decrease in plantings from last year in all the New England States except New Hampshire. The leading variety being planted is McIntosh. Baldwin comes second with about one-third as many trees being planted as McIntosh. Delicious comes third with other varieties being reported only occasionally.

Delaware Crop of Late Apples Will be Somewhat Short This Year

DOVER, DEL., June 18, 1929.
Editor, the JOURNAL:

Replying to your letter of June 15th, I presume you are not interested in early apples because of the fact that none of our early apples are packed in barrels.

Our crop of late apples will be considerably short of last year. The Stayman variety will be approximately 50 per cent of last year. Romes will be possibly 10 per cent to 25 per cent decline. Neros, Yorks, and Ben Davis will probably be about the same as last year.

It is only possible for me to guess at the number of barrels that will probably be used; however, I would say somewhere between 20,000 and 40,000.

Yours very truly,
W. T. DERICKSON, *Director*,
Bureau of Markets,
State Board of Agriculture.

Kentucky Getting Away From the Apple Barrel Man

HENDERSON, KY., June 22, 1929.
Editor, the JOURNAL:

The apple crop for this section will be very light this year, especially on our winter varieties. We are rapidly getting away from the use of barrels in handling our fruit, and last year in this immediate section very few, if any, were used. My idea is that five thousand barrels would take care of the local requirements.

Very truly yours,
BEN E. NILES, *Secretary*.
Kentucky State Horticultural Society.

650,000 Barrels is the Estimated Requirements for Maine Apple Crop

AUGUSTA, MAINE, June 19, 1929.
Editor, the JOURNAL:

Your letter addressed to Mr. Yeaton was received today. As I have recently taken his place I cannot give the best report covering the conditions and prospects of the 1929 apple crop but I am enclosing a report such as I am able to prepare.

It is almost impossible to estimate the number of barrels likely to be used for packing the 1929 crop but I would say that the figure would be something over 650,000 barrels.

Very truly yours,
ROBERT F. CHANDLER, JR.,
State Horticulturist,
Department of Agriculture.

—

It is a little early in the season to predict a great deal about the apple production for this season in the State of Maine but conditions point towards a high yield.

The conditions at blossoming time were practically ideal in all sections of the State. The weather was warm and clear skies predominated. The result was a very good set of fruit.

It does appear that there will be comparatively few Baldwins as they did not blossom well on many of the farms that I have visited. This seems to be due to the fact that they produced a heavy crop the previous year. The McIntosh, Wealthy, Northern Spy and Stark seem to be well covered with fruit.

The quality of the fruit ought to be quite high as there seems to be very little apple scab present. Weather conditions have been such that control of scab has been relatively easy.

In conclusion, it appears that the apple crop in the State of Maine will be quite large, providing that the weather is not too dry during the remainder of the summer and other conditions prove favorable.

Apple Crop Outlook in Vermont is Very Good

BURLINGTON, VT., June 19, 1929.
Editor, the JOURNAL:

I am enclosing a story of the apple outlook in Vermont. I believe that the New England Crop Reporting Service reports a little smaller crop than last year for all New England but Vermont about the same.

Very truly yours,
M. B. CUMMINGS,
Professor of Horticulture,
University of Vermont.

—

The apple outlook in Vermont at the present time is very good. There was an abundance of bloom on most of the leading varieties, and fruit growers are expecting a large crop. It is too early yet to tell definitely how many of the blossoms have become permanently set, for the June drop is two or three weeks away in northern New England. The warm weather of late May was ideal for orchard pollenation and

gave perfect weather for the cross pollination by bees.

With respect to the different varieties, it has been reported thus far, that there was a magnificent bloom of McIntosh which is the leading variety in the State. Nearly every commercial grower has a large proportion of his orchard set to McIntosh which is the most profitable variety grown. The bloom on Northern Spy was less profuse than on the McIntosh; the Rhode Island Greening is rather light; Tolman Sweet, very good; Wealthy, fair, and Delicious very heavy.

It would appear from the general situation at this time that one of the problems the New England fruit grower is facing is that of adopting a good practice of thinning the fruit.

Some of the benefits claimed for thinning are: An increase in size, color, quality, and uniformity of the fruit; the preventing of breaking of limbs as a result of over-loading; reducing disease and insect injury to the fruit; to secure more regular bearing, and finally to decrease the labor of handling the crop at harvest time.

While many of the foregoing are to be generally accepted, as some of them will obtain most anywhere and most any year, not all of the recommendations of the advocates for thinning are as yet fully substantiated by experimental work. That means that the grower must use his judgment until more of the fine points and precise rules have been worked out. That thinning is a good thing can hardly be disputed, but just how much to do, just how far apart the apples on the tree should be, and just what effect that thinning has on regular bearing, or on color, is a matter yet to be determined.

In general, for northern New England, one should thin immediately after the completion of the so-called June drop which is a natural shedding which occurs late in June, following a heavy set of blossoms. Most apples should probably be spaced from four to six inches apart in the thinning process. One should, of course, discriminate in the thinning process to the extent of being sure that all imperfect fruits are first removed leaving only the apparently perfect ones for harvest time.

Late Apple Varieties Will Have Good Production in Michigan

LANSING, MICH., June 24, 1929.
Editor, the JOURNAL:

Your letter to Mr. Day has been turned over to me as he is no longer with this office. Our June 1st report indicates a prospective apple crop about 20 per cent larger than last year's. However, it is anticipated that our production will be considerably less than indicated by the earlier reports. The weather was cold at blooming time and the fruit was not properly pollenized and we expect a heavy drop; on the other hand I am under the impression that the late varieties are in much better condition than the early varieties. This will tend to make a demand for more barrels than the respective figures would indicate. Our next report will not be available until July 10th which is too late for your Annual Apple Number.

Very truly yours,
V. H. CHURCH,
Sr. Agr'l Statistician,
Michigan Co-operative Crop Reporting Service.

Columbia County, N. Y., Will Have 60 Per Cent Early Apples—Late Apples 50 Per Cent

STUYVESANT FALLS, N. Y., June 21, 1929
Editor, the JOURNAL:

A bad freeze April 9th and 10th cut the fruit crop of Columbia County very severely. Scab is showing up quite generally and curculio is worse than for several years back.

Assuming that a good normal crop is 100 per cent; the crop this year will pick about as follows: Early apples 60 per cent, late apples 50 per cent, Spy and Rome 75 per cent.

The total apple crop fit to pack and ship is about 40-50 per cent of normal and considerably less than last year. The use of local markets, baskets and crates is reducing the use of barrels every year. Many barrels were carried over from 1928. I estimate this year's demand for barrels at about 35 per cent of normal.

Very truly yours,
E. W. MITCHELL,
Orchard Hill Farm.

450,000 Barrels of Apples Expected Crop for Massachusetts

AMHERST, MASS., June 20, 1929.
Editor, the JOURNAL:

The apple crop in Massachusetts this year will be slightly less than in 1928. The crop harvested last fall was about 558,000 barrels, and according to present estimates this year's crop will be perhaps 20 per cent less.

The McIntosh crop will be very spotty in spite of heavy bloom. The Baldwin variety bloomed lightly, but a large proportion of the blossoms set fruit. The Gravenstein crop will be light. There is good evidence of considerable damage from spring frosts, although the crop in northern and western Massachusetts looks more promising than in the rest of the State.

Very truly yours,
W. H. THIES,
Extension Specialist, Pomology,
State of Massachusetts.

Iowa Apple Crop Will Average About 65 Per Cent

DES MOINES, IOWA, June 20, 1929.
Editor, the JOURNAL:

Your letter of June 15th asking for a fruit condition report has been received. I am enclosing our June 1st Crop Condition Report. Will state, however, that the percentage as given on apples we believe to be too high because there has been a heavy June drop since the data for this report were sent in. I am under the impression that we won't have much to succeed 65 per cent by picking time.

The Iowa Fruit Growers' Association last year sold 3,319 apple barrels. The most of these were used in Polk County of which this town is the county seat. I have no way of telling the number of barrels that were used in the State but I imagine it would not exceed 10,000.

Very truly yours,
R. S. HERRICK,
Secretary-Treasurer,
Iowa State Horticultural Society.

—

The condition reports on summer, fall and winter apples by districts in the State of Iowa are as follows:

	Summer Per Cent	Fall Per Cent	Winter Per Cent
Northwest	78	77	78
North Central	81	86	90
Northeast	81	84	81
West Central	74	73	75
Central	72	75	77
East Central	80	81	79
Southwest	84	82	83
South Central	70	71	81
Southeast	83	83	78

The above report shows the conditions on June 1st which was before the heavy June drop took place.

Apple Crop Briefly Reported

C. D. WYSONG, SHEPHERDSTOWN, W. VA., reports 50 per cent of an apple crop for his section. He gives no information as to the number of barrels his firm will use, but states that from 40 to 50 carloads will be shipped from Shepherdstown this season.

WM. J. ANDERSON & SON, SHOREHAM, VT., state that the prospects for the apple crop in their section are very favorable. They will use 2,500 barrels, but will purchase these from local coopers.

SHERWOOD ORCHARDS, LINDEN, VA., place the estimate of the apple crop in their section at 80 per cent of the 1928 yield. They advise that they will use 3,500 barrels this year, which they buy from local cooperage concerns.

A. T. CLARK, VERGENNES, VT., says the apple crop in his section is good and expects 65 per cent of a crop. He will use 600 apple barrels this season, for which he is now in the market.

ARTHUR H. HILL, ISLE LA MOTTE, VT., looks for a fair crop in his locality, and will use 2,500 barrels this season. He is now in the market for 500 barrels.

J. F. BROWN, WINCHESTER, VA., states that the apple crop in his territory will be about one-half last year's crop. He gives no information as to the number of barrels which he will use.

J. W. NETHERS, NETHERS, VA., looks for 60 per cent of a crop in his section and will use 1,500 barrels for his yield. He is in the market for hoops and heading.

A. I. HALL, ROCHESTER, NEW HAMPSHIRE, does not look for more than a half average crop and says that prospects in his locality are poor. He is now in need of two cars of apple barrels.

J. FRANK JONES, WASHINGTON, VA., estimates prospects in his particular section at from one-third to one-fourth of a crop, and states that between 2,000 and 3,000 apple barrels will be used. He is in the market for 15,000 hoops.

LEWIS PIDGEON, WADESVILLE, VA., tells us that prospects in his section are only tolerable. He further states that he has probably enough barrels on hand for his needs.

J. HOMER CAPP, STRASBURG, VA., looks for 40 per cent of an apple crop this year. He will use 3,500 barrels, which he procures locally.

A. L. SNAVELY, CROCKETT, VA., expects 50 per cent of an apple crop in his section. He states that there are no early and very few summer apples, and that the apples are light through his section. He will use from 1,200 to 1,500 barrels, of which most of them have been purchased. He may decide to truck his apples and will not need more barrels until later.

FRED CARLTON, WYOMING, NEW YORK, estimates the apple crop in his locality at 40 per cent. He will use from 20,000 to 25,000 barrels, for which he has purchased the stock. Mr. Carlton manufactures his own barrels and sells to the trade.

DR. F. M. HORSLEY, CARRINGTON, VA., reports 60 per cent of a normal crop. He will use 700 barrels this season, which he purchases from a local cooper.

F. H. FERGUSON, APPLETON, NEW YORK, states his section will produce 50 per cent of a normal crop. He will use 1,000 apple barrels but does not say whether these barrels have been purchased.

LYNDEN E. REYNOLDS, ST. MARYS, W. VA., tells us that prospects in his territory are for 20 per cent of a crop. He will use 500 barrels, but is not in the market for them as he has carried some over from last year.

D. MAURICE WERTZ, WAYNESBORO, PA., says that the crop in his section will not be as good as last year and that he expects the crop to be 20 per cent less than 1928. He has made arrangements for this season's barrel supply.

D. C. ACKER, BROADWAY, VA., reports while his own crop will be 50 per cent of normal, the estimate for his section is 80 per cent of last year's crop. He is not in the market for any barrels this year.

C. W. KEYSER, LINDEN, VA., reports the crop as looking good, and estimates 75 per cent of a crop for his locality. He will use 3,000 apple barrels. Mr. Keyser makes his barrels.

J. W. STROUD, ROGERS, ARKANSAS, gives 40 per cent as an estimate for the apple crop in his territory, but states that possibly 10 per cent of the crop will be packed in barrels. He is not in the market for any cooperage.

W. P. ROGERS, WILLIAMSON, N. Y., does not give any estimate of the apple crop in his section, but will use 2,000 apple barrels for his own needs, which he has already purchased.

STRASBURG ORCHARD CO., STRASBURG, VA., place the estimate of the apple crop in their territory at 40 per cent. They will use 10,000 apple barrels, which are purchased in their own locality.

FRED W. TANNER, ALBION, NEW YORK, does not give any estimate for the apple crop, but states that he will use 1,000 apple barrels. He is not in the market for this material.

J. K. RAMSEY, BRYANT, VA., considers that the apple crop in his locality will amount to 50 per cent of the 1928 crop. He will use approximately 2,500 barrels for his own crop, which he buys locally.

MT. CALEB ORCHARDS, THE PLAINS, VA., feel that prospects of the apple crop in their territory are only fair, amounting to about 50 per cent, but that the condition of the crop is good. They will use from 3,000 to 8,000 apple barrels, depending on the demand for basket apples. They have already placed their entire order for barrels, baskets, etc.

HUNT BROS. FRUIT CO., ST. JOSEPH, MO., report 50 per cent of an apple crop for their section, about the same amount as 1928. They will use 10,000 apple barrels for their own particular needs for which supply they have already contracted.

CONNETT ESTATE, FAUCETT, MO., place the estimate of the apple crop in their locality at 75 per cent of normal. They will use 1,500 barrels. They do not state whether or not they are in the market for these barrels.

W. M. DICK, CROZET, VA., tells us that the prospects for Winesaps are for 40 per cent of 1928, while Pippins will be about the same as last year. He will use about 800 barrels, which he has purchased locally.

BADLAM ORCHARDS, FREWSBURG, VT., describe prospects for the apple crop in their section as splendid. They will use 600 apple barrels, which they procure from local sources.

P. H. GOLD & CO., WINCHESTER, VA., expect an apple crop of good quality and predict 60 per cent of an apple crop for their locality. They will use 6,000 apple barrels this season and their requirements have already been filled.

D. B. OWEN, MGR., ROCKLAND ORCHARDS, DOYLESVILLE, VA., states that apple crop prospects in his territory are only fair and that the crop will be from 30 per cent to 50 per cent of a normal one. He will use 3,000 apple barrels this season. He purchases his stock from local mills and then makes up his own barrels.

WM. B. ALWOOD, GREENWOOD, VA., looks for a crop in his section about 30 per cent of normal. Mr. Alwood will use about 3,000 apple barrels this year, which he purchases locally.

UNION APPLE COMPANY, WAYNESBORO, VA., estimate the apple crop in their territory at 75 per cent of normal. They will use approximately 20,000 apple barrels this year, for which contract has already been placed.

LEWIS N. GLOVER, BERRYVILLE, VA., does not tell us of the condition and prospects of the apple crop in his section. However, he will use about 3,000 apple barrels, which are procured locally.

W. S. BALLARD, CROZET, VA., gives 60 per cent of normal as an estimate of prospects of the apple crop. He does not say how many barrels he will use but does state that he has most of them in place already.

JULIAN A. DIMOCK, EAST CORINTH, VT., describes the condition and prospects of the apple crop in his territory as the best ever. Mr. Dimock will use 1,500 barrels this season, which he will purchase from various firms.

HENRY P. CORWITH, SALUDA, N. C., reports prospects for his locality at 50 per cent of a normal crop. Mr. Corwith is not purchasing any barrels this year as he has enough left over from last year to cover his needs.

JOSEPH C. TURNER, 39 NORTH ST., PITTSFIELD, MASS., states that the apple crop in his section is practically a failure and that there will not be 5 per cent of a crop, due to frost.

H. BARNUM, BAILEY, MICHIGAN, considers the condition and prospects of the apple crop in his locality as fair. He does not state whether or not he will use barrels this season, but does say that he is not in the market for any barrels or barrel stock this year.

These Growers Especially Should be Told About New Cooperage Apple Hamper

BURTON FRUIT CO., R. A. TROTH, ORLEANS, INDIANA, reports the apple crop prospects as 20 per cent of a normal crop. The Burton Fruit Company will use from 30,000 to 60,000 baskets this season.

MCCUE & SON, GREENWOOD, VA., give 50 per cent of normal as the estimate of the apple crop in their section this year and report the crop in good condition. They will use 3,000 barrels and 10,000 E. Z. baskets this season.

THE J. L. SEHON COMPANY, HUNTINGTON, W. VA., consider prospects for the apple crop as just fair, and expect from 25 per cent to 30 per cent of a normal crop. The J. L. Sehon Company are sales agents and purchase their containers from manufacturers. They report that fewer barrels will be used this year; that tub bushels will be heaviest.

WM. S. STITES, HENDERSON, KENTUCKY, estimates the prospects for the apple crop in his locality at 50 per cent. He will use no barrels this year. He further states that the price of barrels has soared too high to make their use desirable.

C. C. BELL FRUIT FARM, MR. C. C. BELL, BOONVILLE, MO., reports the apple crop prospects as very poor as a result of too much rain and some late frost. Mr. Bell states that he has not used barrels for the last two years and that they mostly ship now in white pine boxes, also in bulk.

H. M. DUNLAP, SAVOY, ILLINOIS, says that the apple crop in his locality this season will be about 30 per cent below that of last year. Mr. Dunlap reports that there will be less barrels used this year owing to the greater use of baskets and the small crop in sight.

N. H. MOODY, WATERBURY, VT., reports crop conditions as about average this year. Mr. Moody has not used barrels and probably will not this year. His crop will amount to approximately 3,000 bushels.

LILLY ORCHARD FRUIT CO., NORMAL, ILL., consider the apple crop in their section of good quality, and expect a 50 per cent crop this year. They will not use any barrels this year. They have barrels on hand, but use mostly bushel baskets.

E. O. WORTH, MONDAMIN, IOWA, expects 30 per cent of a normal crop for his locality. He will use 700 apple barrels this season, but says that he needs one car of bushel baskets.

C. P. WAUGH & SONS, WELLSBURG, W. VA., describe prospects for the apple crop in their section as not 50 per cent. They will use no barrels this year, using bushel baskets, crates and paper bags.

H. W. HATHAWAY, PORTSMOUTH, R. I., feels that there will be a light crop of apples in his section. He uses no barrels, but does use boxes and baskets.

A. W. ALDRICH, R. 3, SPRINGFIELD, VT., describes conditions as fair, and expects a crop a little bigger than average. He will not use any barrels this year.

T. H. KING, JR., TRUMANSBURG, N. Y., reports conditions of the apple crop in his section as very poor and expects about 15 per cent of a crop. He will use no apple barrels this year.

PALMYRA UNION AGRICULTURAL SOCIETY, PALMYRA, N. Y., state that the prospects of the apple crop in their locality are normal. They further state that they do not use any barrels.

R. J. FISKE, LUNENBURG, MASS., places the apple crop prospects at 40 per cent of a normal crop. Mr. Fiske uses boxes only.

L. R. BRYANT & CO., PRINCETON, ILL., describe conditions and prospects of the apple crop in their section as very poor. They advise that the local demand will probably absorb the crop and any surplus will be early fruit, for which baskets will probably be used.

E. L. BEAL, REPUBLIC, MO., advises that his personal crop is good, but the crop in his section is rather light. He will use approximately 5,000 barrels, but will use heavily of baskets.

H. S. FOSTER, NORTH CALAIS, VT., reports that the apple crop in his section is good. He further advises that he will not use any barrels this year.

A. H. DOERMANN, HOFFLIN, MO., places the apple crop estimate for his locality at 30 per cent. He will use no barrels this year.

R. G. QUAINTANCE, WOODVILLE, VA., states that his section will produce 65 per cent of an apple crop. He will use 1,500 barrels this year, which he buys locally.

1929 Canadian Apple Crop Outlook More Encouraging Than For 1928

It is too early to estimate the apple crop prospects as trees in most districts are only passing through the critical blossoming period. The bloom, however, has been exceptionally heavy in the eastern provinces, especially in Nova Scotia where it is stated to be the heaviest in many years. The season has been generally backward, but ideal weather prevailed during the blossoming period in all provinces. In British Columbia, conditions from a blossoming standpoint are very promising. Some varieties are patchy, but a fair estimate appears to be about 75 per cent of last year. Irrigation water is reported to be low, which might have the effect of reducing crop prospects.

Nova Scotia Anticipates Over 1,500,000 Barrels of Apples

This province reports the heaviest bloom in many years, with all varieties promising well. Trees are healthy and with favorable weather conditions, together with normal control of insects and diseases, growers anticipate a 1,500,000 to 2,000,000 barrel crop. There have been four light crops in succession in Nova Scotia and the estimate for a heavy crop should not be impossible. All correspondents state spraying to be better this year. Weather has been mostly wet and cool this spring.

Heavy Bloom in New Brunswick

Warm weather during the last week in May brought the blossom along rapidly. Indications are for a heavy bloom and, with favorable weather, prospects are bright for an increased crop. Trees have wintered well and are in a good healthy condition. Spraying has been intensive.

Apple Conditions Favorable in Quebec

All districts report apple trees in healthy condition and in heavy bloom. In the Abbotsford District, McIntosh blossom is heavy; Rougemont, McIntosh heavy, Fameuse light; Hemmingford and Chateauguay and Woodlands, McIntosh and Fameuse heavy, Duchess and Wealthy light. Weather was ideal during blossom period, but has been followed by a cool spell. The season is generally backward. Spraying has been well carried out so far this season.

Outlook for Ontario Apple Crop

Ideal weather prevailed in western Ontario and bloom is reported to be heavy in practically all districts. In the Georgian Bay District many young orchards are coming into bearing for the first time. Slight frost damage to Snows and Russets is stated to have occurred in Norfolk County. All districts report no winter injury to trees. Spraying is being carried out better than in past years.

In eastern Ontario all varieties show heavy blossom with the possible exception of Baldwin and Stark, and Spy in some localities. McIntosh is exceptionally heavy. Orchards are being well cared for and spraying effectively carried out.

75 Per Cent of Crop for British Columbia

Conditions in the Okanagan Valley indicate a crop about 75 per cent of last year's tonnage. Although trees have generally wintered satisfactorily, there are signs of some root injury, but not sufficient to cause material damage. Considerable anxiety is being felt, however, over the prospects of water shortage for irrigation purposes. This shortage is attributed to the light snowfall last winter and considerable drought and winds this spring. Generally speaking, Wealthy and Duchess are a full crop, McIntosh and Jonathan medium. In the Kootenay and Boundary districts trees are in a healthy condition with prospects for a good crop. The lower mainland and Vancouver Island districts report heavy bloom in winter varieties, medium in fall varieties and light in early kinds.

Apple Crop in Canada Should Provide Excellent Volume for Cooperage Trade

Reporting to you for the month of June, would say that the immediate situation of the cooperage industry in Canada is as follows:

Throughout Ontario, Quebec and Nova Scotia the apple crop has developed most satisfactorily up to the present time, and the 1929 crop should see an increase of at least fifty per cent of the apple crop last year in all three Provinces. Weather conditions have been ideal, the danger of frost being past, and ample rainfall, assuring most satisfactory growth. The commercial orchards in Ontario have been thoroughly cultivated and sprayed, and if no unforeseen catastrophe arises, the crop should not only be large, but of good quality.

Apple barrel coopers are starting their shops throughout the apple producing districts, and an active demand is beginning for apple barrel stock. The visible supply of apple barrel cooperage in the hands of the mills is by no means sufficient to take care of the estimated requirements for the year, which in our opinion will necessitate the importing of considerable material from the United States.

General business in Canada continues in a most healthy state, and the demand for flour and sugar barrel stock is at least normal for this season of the year.

To sum up, while the mills manufacturing cooperage stock in Canada have decreased very materially during the last few years, those still remaining in the business should experience a very satisfactory season during 1929, and the mill owners are more optimistic than they have been for some time in the past.

W. A. FRASER,
Trenton Cooperage Mills, Ltd.,
Trenton, Ontario.

Cooperage Exports of 1928 Show Decrease Compared with 1927 Shipments

Statistics of Department of Commerce Indicate $2,000,000 Reduction in Value of Exports for Last Year—Slack Stave Shipments to Canada Increasing

United States exports of cooperage in 1928 suffered a $2,000,000 decline in value as compared with 1927 exports, the decline being nearly all accounted for by decreased purchases of tight stock by the River Plate market and of both slack and tight by Mexico, although there were all considerable upward and downward differences in purchases made by several of the smaller markets. Chief importers are shown for both years in the following table:

United States Exports of Cooperage to Principal Countries, 1927 and 1928

	1927	1928
Argentina	$2,701,646	$1,765,753
Canada	1,726,619	1,708,918
Algeria and Tunisia	498,315	825,640
United Kingdom	613,151	687,043
Spain	469,609	621,192
British West Indies	499,370	481,873
Mexico	1,232,105	431,103
France	548,534	387,238
Cuba	395,587	325,201
French West Indies	459,262	257,360
Dutch East Indies	129,470	228,044
Australia	502,107	221,603
British West Africa	259,417	170,727
Portugal	204,427	160,816
Uruguay	212,532	119,085
Other countries	772,382	656,822
Total	$11,224,533	$9,048,418

Exports in 1928 were the smallest in annual value for the past six years, while 1927 exports were largest, and the average for the six-year period was $10,000,000. Tight cooperage (staves, shooks, heading, and empty barrels) comprises about 85 per cent of the whole cooperage export by value, comparative quantities being shown in the discussion following. Much of our exported tight cooperage is oak. In southern Europe, besides oak, a considerable quantity of tight chestnut cooperage is produced and used in the domestic wine trade, also exported to North Africa.

Tight Staves: Exports of tight staves totaled approximately 32,000,000 or about the same as in 1927 (quantities given here and subsequently are in round numbers). Canada took 11,026,000 staves in 1928, 13 per cent more than in 1927, continuing a rising trend. The United Kingdom took 5,862,000, approximately its average annual purchase during the last five or six years. Shipments to the Irish Free State have fluctuated widely during the same period, decreasing considerably on the average, dropping to only 142,000 in 1928. Algeria and Tunisia have furnished a steadily growing market for several years, and purchases increased to over 2,500,000 staves in 1928. As regards value, this stood as the first rank market for tight staves last year, displacing Canada. French purchases of United States cooperage are always mostly in tight staves. Since 1925 these have fallen from an average of about 4,000,000 annually to 1,385,000 in 1928, due to European competition. Exports to Argentina were only about one-half those in 1927 on account of heavy stave stocks there in importers' hands and low prices for wine. The 1928 total was about 2,300,000. However, Argentina purchases comparatively few staves, buying mostly tight shooks. Exports to Portugal have declined steadily from about 855,000 in 1925 to about 300,000 in 1928.

The French West Indies are credited with buying about 1,000,000 United States tight staves in 1928, which is a great increase over any recent year and about 11 times the 1927 figure. Exports to Germany were 1,100,000 tight staves, increasing by over one-third above 1927. Exports of tight staves to Australia were 707,000 in number, which was little over one-third of 1927 exports, but an increase over exports for any of the five preceding years.

Argentina Purchases 50 Per Cent of Tight Shook Exports

Tight Shooks: Argentina takes over half the tight shooks. Exports in 1928 to this market (412,500 shooks) were about 270,000 less than the average for six years past. About thirty other purchasers take smaller quantities. Mexico, which in 1927 took about 211,800 sets, in 1928 took only 53,100 sets. The West Indies and Cuba took usual quantities. Total exports were approximately 780,000 sets compared with 1,221,000 in 1927, annual average exports being around 1,125,000.

Tight Heading: Canada is generally the largest purchaser of tight heading, and it retained the lead in 1928 with 783,600 sets, which was nearly 100,000 less than were taken in 1927. The second largest market was the United Kingdom, which also took a decreased amount in 1928, 282,400 sets. Argentina took only 109,800 sets in 1928 compared with 360,400 sets in 1927, but on the other hand, 1927 exports to Argentina were 2½ times those for 1926, and much above earlier years. Quantities to the French West Indies were about 60,000 sets. There were no other markets taking as much as 25,000 sets in 1928 except Mexico (33,670 sets) and Cuba (25,035 sets). Total exports were 1,377,000 sets as compared with 1,969,000 sets in 1927 and 1,190,000 in 1926.

Tight Barrel Exports on Par With Six-year Average

Tight Barrels: Exports of tight barrels in 1928 were 356,500 in round numbers, which is nearer the average during the past six years than the 399,000 exported in 1927. Exports to Canada were 127,600, gaining on prior years back to 1924. The Dutch East Indies took the second largest number in 1928, about 57,700 empties, or approximately double the 1927 quantity. Exports to Mexico and to Cuba decreased about 20 per cent and to Argentina 85 per cent. The trade in empty barrels to various markets is varying and unsteady, but has amounted on the average to about $850,000 in total value during the past six years.

Shipments of Slack Staves to Canada on the Increase

Slack Staves: The important markets are Canada, Trinidad, Cuba, Mexico, and the United Kingdom. Exports to Canada increased about 13 per cent to 27,700,000 staves. Exports to Trinidad and Tobago were about 15 per cent less than in 1927, but not below average. Exports to Cuba slightly increased in 1928 to 4,294,000 but were about half as much as in 1923, 1924, and 1925, *i. e.*, exports to Cuba have been low in each of the last three years. Exports to Mexico, 3,060,000 in 1928, were one-third less than in 1927. The United Kingdom nearly doubled its 1927 receipts from the United States, however, both in 1927 and 1926 United Kingdom purchases were small, and the 1928 purchases of about 1,000,000 were not yet up to those of 1925 and several prior years. Total exports were 48,800,000 slack staves compared with 49,400,000 in 1927.

Slack Heading: Canada took over half the total exports in 1928, but the 1,370,000 sets last year were 450,000 less than in 1927 to that market. Trinidad and Tobago stood second with 502,276 sets, a large per cent increase over 1927. Cuba and Mexico, the next markets in rank, took considerably less in 1928 than in the year before. Exports to all countries were 2,350,000 sets, compared with 2,860,000 in 1927.

Mexico Best Customer for Slack Shooks

Slack Shooks: Slack shook exports are always mainly to Mexico, which in 1928 took 304,000 sets as compared with 1,183,000 in 1927 and an average of 690,000 annually during 1924-5-6. Total exports were about 441,500 sets compared with 1,365,000 in 1927 and an average of about 845,000 annually in the three years prior to 1927.

WM. E. SANGER, CORDOVA, MD., states that the apple crop in his vicinity will be short this year, and that he will not need any barrels.

The John S. Oram Company Perfect New Machines for Small Keg Manufacture

To care for the growing demand for machinery suitable to produce the popular small kegs from ½-gallon to 5-gallon capacity, which are now in general use and increasing in sales, the John S. Oram Company, cooperage machinery manufacturers of Cleveland, Ohio, have placed on the market new machines adapted to the manufacture of these small containers, illustrations of which will be noted on pages 14 and 15 of this issue of the JOURNAL.

The new equipment includes a hoop driver, with head hoop driving plate, truss hoop driver, keg lathe, and small keg stave jointer.

Concerning these machines, the Oram Company says:

"The Hoop Driving Machine with head hoop driving plate attached to the driver head, guarantees a rapid, easily operated machine. The arms can be moved in or out on the driver head, to take care of the various sized kegs. These arms are thrown into work with a quick spring action, holding the arms in tight and close, engaging the hoops without slipping or any injury to the hoops or package.

"The Truss Hoop Driver is similar in action, operation, etc., and while light is very strong and powerful.

"The Keg Lathe can be fitted up with small circled lathe plane, rod, holder and rest, etc.

"The Small Keg Stave Jointer is suitable for jointing staves from 8 inches long and up to about 18 inches long, and is faced to give desired bilge and bevel.

"These new items are not shown in our latest No. 27 catalogue, and a copy of circular giving full description will be gladly mailed on request. These new machines together with our Little Giant Crozer as shown on page No. 67 in catalogue No. 27 will give keg makers the latest up-to-date machines and prove to be money makers in any cooperage plant and we solicit inquiries for further particulars. All orders will be filled promptly.

"All machines are of the usual well-known 'Oram' standard for full value and satisfaction to the users.

"We also make steel truss hoops from 5¼-inch diameter and up to 40-inch diameter in all sizes of round edge steel. Knives, bits, reamers and augers carried in stock are best made and best for our machines."

Decision Rendered on Docket 36, Subject 45, Covering Increased Rates for Slack Barrels

A decision has been rendered on Docket 36, Subject 45 of the Consolidated Classification Committee, which proposed increases in the classification rating on shipments of empty slack barrels, half barrels, etc., in official southern, and western classification territories from 3d class to 2d class, as well as transfer of L. C. L. shipments from 1st class to double 1st class for the same territories.

It will be recalled that The Associated Cooperage Industries of America and individual cooperage manufacturers protested against these increases at a hearing held in Chicago on January 24th.

The JOURNAL is advised that the protest was successful in preventing increases in carload rates on slack barrels, half barrels, etc., but the industry lost out in their opposition to the transfer of L. C. L. shipments from First Class to Double First.

S. EVERETT HARWOOD, BENNINGTON, VT., reports that the apple crop in his section will average 50 per cent this season. He will use one small car of apple barrels, for which he is in the market.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

SAVE WITH SAFETY
THIRTY-THREE YEARS SERVING COOPERAGE TRADE

FOR SALE

1—20" B. D. Whitney drum saw
1—Ditto with self-feed attachment
2—Perfection heading-up machines
1—Gerlach double wheel jointer
1—Gerlach single wheel jointer
1—24" B. D. Whitney drum saw
1—24" Gerlach drum saw
1—32" Widdowson foot power stave jointer
1—46" Greenwood foot power stave jointer
1—Trevor stave bolt equalizer
4—Rebuilt Steam Engines, 55-60-75-85 HP
1—Greenwood 36" stave cutter
1—Steam Log unloading outfit
1—Greenwood 50" Pendulous heading saw
1—Rochester No. 3, 60" late type heading jointer
1—Greenwood 60" heading jointer
1—Greenwood heading baling press, power drive
1—Trevor heading baling press, hand power
1—Greenwood 18" heading planer
1—Rochester 24" heading planer
1—Trevor 24" heading planer
1—Gerlach chain feed single stave planer
1—Holmes No. 2 double stave planer
1—Rochester No. 4 heading turner
1—Trevor heading turner
3—New Noble No. 1 barrel heaters
1—Clough & Witt slack barrel crozer
1—Clough & Witt trusser
1—Set Holmes Slack Barrel Machines
1—Bailey 40" right hand exhaust fan
1—Rogers-Buffalo 36" knife grinder
Truss Hoops—all sizes—Prices on application.

All kinds tight barrel, tight stave, tight heading, rosin barrel machines. If you don't see what you want, write us anyway.

NOBLE MACHINE COMPANY
902 Hayden St. Fort Wayne, Indiana

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE

1—No. 24 Holmes Dish Stave Jointer.
1—Oram Large Size Hooper.
1—Large Gerlach Bolt Saw.
2—No. 70 Bung and Bush Machines.
1—No. 15 Holmes Crozer.
1—Glader (Heavy Duty) Double Punch Machine.
1—No. 18 Holmes 24" Heading Planer.
2—No. 19 Holmes Heading Rounders.
1—No. 55 Holmes Stave Bender.
1—No. 17½ Holmes Heading Jointer and Doweler.
2—Pflueger Portland Bush Machines.
3—Oram Post Borers and Bush Machines.
2—No. 47½ Holmes Hoopers, 10" Rack.

STOLPER STEEL PRODUCTS CORP.
Fond du Lac Ave. at 33rd St.
Milwaukee, Wis.

MACHINERY FOR SALE

USED and rebuilt machinery for sale. Two Liberty Heading Turners, complete and guaranteed, capacity 12- to 20-inch heads, $75 each. One Whitney 20-inch stave saw, heavy arbor type, drum in excellent condition, but needs new steel, will sell as is for $75, or will have it resteeled at factory at cost. One flat heading or shingle saw with new 38-inch Simmonds saw. This machine is in first-class condition, priced for quick sale, $175.

LIBERTY MACHINE CO.
Liberty, Maine

STOCK FOR SALE

FOR SALE—40,000 53⅜" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY

EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.— New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.— Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.— New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.— Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.— Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.— Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

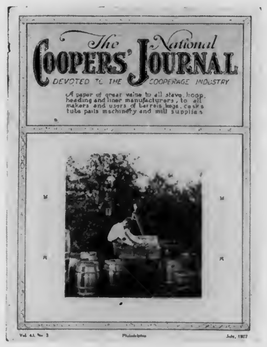
Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack
Staves
Heading
Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

BUYING POWER!



Just as sufficient horse power is necessary to the operation of your plant, so is the complete coverage of the cooperage industry essential to the success of your selling plan.

You can reach the Buying Power of the cooperage industry better and more profitably through the advertising pages of THE JOURNAL than through any other medium—Because THE JOURNAL is "the publication for the cooperage trade," and the Buying Power of the industry is what it offers to every user of its advertising space.

From the viewpoint of reader interest, THE JOURNAL surpasses all others. When you pick up THE JOURNAL you are reading about the cooperage industry—your industry. Every advertising page carries a message to the cooper or stock manufacturer. The reading text is cooperage. The articles are either defending the wooden barrel or urging the cooperage trade to greater business efforts. The reports from cooperage manufacturers tell the trade how business is, and what the future looks like. Information is given as to conditions in barrel using industries. The editorials are cooperage editorials, and are a guide to the cooperage man in the operation of his business. From every angle THE JOURNAL is the cooperage man's paper. It has that intimate touch that ties it closely to the business of the cooperage and cooperage stock manufacturer.

Logically, and actually, THE JOURNAL is the advertising medium for reaching the cooperage trade. No matter what your product is—whether it be cooperage stock, cooperage, machinery, equipment, belting, tools, or supplies, it will take your message direct to the buying power in the cooperage industry with paying results.

According to all indications, there is a period of prosperous business ahead of the cooperage trade. The volume of sales, both for cooperage and cooperage stock, is growing. Better prices are being obtained, and the prospects are the brightest in some years.

Undoubtedly, there is going to be a decided increase in the purchases made by and for the cooperage trade. You can get your full share of this additional buying power by taking advertising representation in THE JOURNAL'S pages.

Let us tell you more about what JOURNAL advertising will do for the good of your business.

THERE'S NO OTHER LIKE IT

The National Coopers' Journal
PHILADELPHIA

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

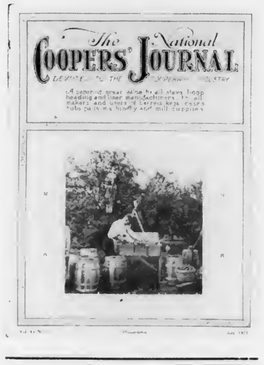
Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack
Staves
Heading
Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

BUYING POWER!



Just as sufficient horse power is necessary to the operation of your plant, so is the complete coverage of the cooperage industry essential to the success of your selling plan.

You can reach the Buying Power of the cooperage industry better and more profitably through the advertising pages of THE JOURNAL than through any other medium—Because THE JOURNAL is "the publication for the cooperage trade," and the Buying Power of the industry is what it offers to every user of its advertising space.

From the viewpoint of reader interest, THE JOURNAL surpasses all others. When you pick up THE JOURNAL you are reading about the cooperage industry—your industry. Every advertising page carries a message to the cooper or stock manufacturer. The reading text is cooperage. The articles are either defending the wooden barrel or urging the cooperage trade to greater business efforts. The reports from cooperage manufacturers tell the trade how business is, and what the future looks like. Information is given as to conditions in barrel using industries. The editorials are cooperage editorials, and are a guide to the cooperage man in the operation of his business. From every angle THE JOURNAL is the cooperage man's paper. It has that intimate touch that ties it closely to the business of the cooperage and cooperage stock manufacturer.

Logically, and actually, THE JOURNAL is the advertising medium for reaching the cooperage trade. No matter what your product is—whether it be cooperage stock, cooperage, machinery, equipment, belting, tools, or supplies, it will take your message direct to the buying power in the cooperage industry with paying results.

According to all indications, there is a period of prosperous business ahead of the cooperage trade. The volume of sales, both for cooperage and cooperage stock, is growing. Better prices are being obtained, and the prospects are the brightest in some years.

Undoubtedly, there is going to be a decided increase in the purchases made by and for the cooperage trade. You can get your full share of this additional buying power by taking advertising representation in THE JOURNAL'S pages.

Let us tell you more about what JOURNAL advertising will do for the good of your business.

THERE'S NO OTHER LIKE IT

The National Coopers' Journal
PHILADELPHIA

INTENTIONAL SECOND EXPOSURE

Tight Barrel Circled Heading

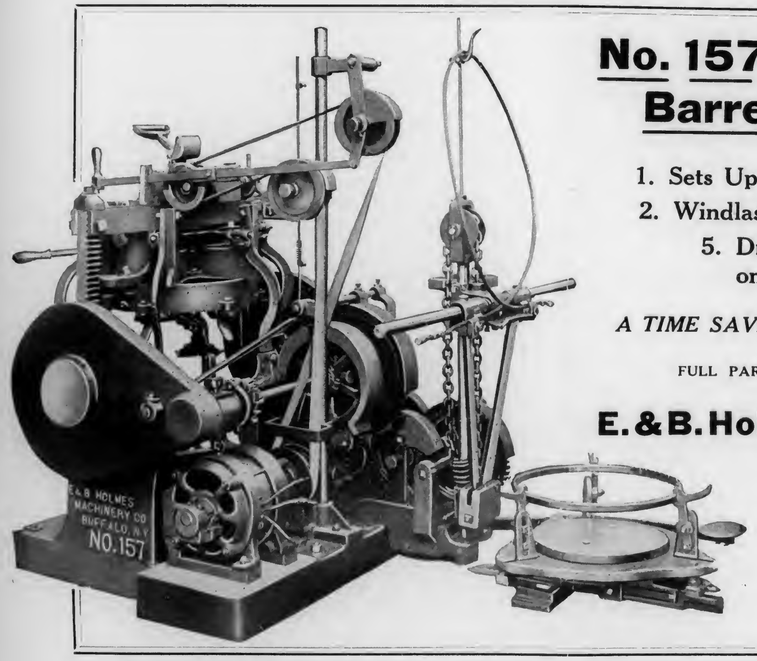
FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson **Tennessee**

OVER FIFTY YEARS IN THE BUSINESS



No. 157 Five-in-One Barrel Machine

1. Sets Up.
2. Windlasses.
3. Trusses.
4. Crozes.
5. Drives the Hoops on Slack Barrels.

A TIME SAVER—A MONEY MAKER

FULL PARTICULARS ON REQUEST

E. & B. Holmes Machinery Company

45 CHICAGO ST.
BUFFALO, N. Y.

FORESTRY LIBRARY

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

FEB 8 1930
FORESTRY LIBRARY

Manufacturing Slack Barrels in British Cooperage Plant
—*Courtesy, Bureau of Foreign and Domestic Commerce*

Vol. 45, No. 4 Philadelphia August, 1929

CALIFORNIA BARREL CO., INC.

433 California St., San Francisco

QUALITY
SLACK HEADING
FOR
SLACK COOPERAGE
OF
QUALITY

MANUFACTURERS OF

SLACK AND TIGHT
STAVES AND HEADING

APPLE BARREL STOCK

Do not wait until the opening of the apple season to place your orders for Apple Barrel Stock. To do so may result in delayed shipments when the stock is most needed and higher prices.

It will be to your advantage to let us contract your 1929 apple barrel stock requirements right now.

Wineman staves, heading, hoops and liners are a guarantee of sturdy apple barrels that satisfy the most exacting customer. Write or wire to our nearest representative for quotations. You will get real service.

Our Established Responsibility is Your Protection

HENRY WINEMAN, JR.
5 Larned West, Detroit

Sales Representatives:
Lewis Metcalf, Middleport, N. Y., J. F. Wilson, Martinsburg, W. Va., O. A. Rockefeller, Germantown, N. Y., Fred T. Mears, Onancock, Va., M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office. Subscription price $2.00 a year—Foreign Subscription $2.50 a year.

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

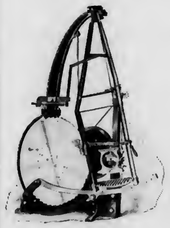
WASHINGTON LIFE BUILDING

GERLACH MODERN
Stave and Heading Machinery

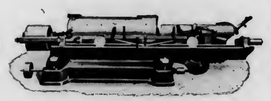
SAWS AND SAW TOOLS

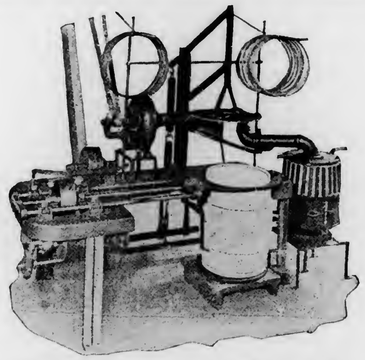
Drag Saws
Bolt Equalizers
Stave Saws
Stave Jointers
Stave Crozers
Heading Saws
Heading Jointers
Heading Turners

Specializing in Complete Plants for Barrels & Kegs



Address:
The Gerlach Co.
1708 COLUMBUS ROAD
CLEVELAND, OHIO





The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery
for

Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes

Complete plants
from the log to the barrel

Trevor Patent
Jumbo Heading
Sawing Machine

NEW "TREVOR"

Sixty-Inch
Steel Wheel
Heading
Jointer

Send for
Catalogue
and
Prices

NATIONAL COOPERAGE COMPANY
Tight Cooperage
BARRELS and KEGS
May we help you with
YOUR
Container Problems?
NATIONAL COOPERAGE & WOODENWARE CO.
PEORIA, ILL.
EST. 1884
WOODENWARE

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels
All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel Is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins
Tight Barrel Staves
Club Turned Oak and Hickory Spokes
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage (Associated Cooperage Industries) Machinery
B. C. Sheahan Company
166 West Jackson Blvd.
CHICAGO, ILLINOIS

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

Barrels and Shooks
Cooperage Stock
JERRICO TRADE MARK BARRELS
MANUFACTURERS
495 Manhattan Ave., Brooklyn, N.Y.
STEPHEN JERRY & CO., Inc.

This Shipment of British Cement Will Reach Its Destination Safely—It's Packed In Wooden Barrels
—Courtesy, Bureau of Foreign and Domestic Commerce

The National Coopers' Journal

Vol. 45 August, 1929 No. 4

IMPORTANT ARTICLES IN THIS ISSUE

Demonstrate the Worth of the Wooden Barrel to Organizers of Louisiana Vegetable Growers 7
Buffalo Coopers Find That a Quality Flour Barrel Pays 8
Proposed Production of Medicinal Whiskey an Interesting Development for Louisville Coopers 9
Editorials 10
Wants in Cooperage Lines 11
I. C. C. Decision in Eastern Freight Class Rates Will be Important to All Manufacturers 11
Canadian Apple Production in Excess of Yield for 1928 12
Bag Interests Very Active in Potato Growing Districts 17
Trade Reports From Here and Abroad 18
Cooperage Conditions in Foreign Trade Centers 19
Present Conditions and Future Outlook in Barrel Using Industries 21
Apple and Agricultural Crop Reports 22

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. 3
Weimar Engineering Works, Philadelphia, Pa. 13

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

COOPERS' FLAG

Henning, Inc., E., Chicago, Ill. 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 25
J. C. Pennoyer Co., Chicago, Ill. 16
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Trevor Manufacturing Co., Lockport, N. Y. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 4
Hynson Company, The, Lebanon, Ill. 25
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 16
Trevor Manufacturing Co., Lockport, N. Y. 3

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. 3

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 26
Tinkler & Webster, Liverpool, England 26

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio 3
J. C. Pennoyer Co., Chicago, Ill. 16
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 25

NAILS, STAPLES, TACKS, CLEATS, ETC.

Hynson Company, The, Lebanon, Ill. 25
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Stanley Co., The Geo. W., Belleville, Ill. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio 3
Trevor Manufacturing Co., Lockport, N. Y. 3

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26

SLACK BARREL MAKERS AND BARREL STOCK

Greif Bros. Cooperage Co., Cleveland, Ohio 3
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 25
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 26
Skuse's Cooperage, Rochester, N. Y. 26

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 13
Pennoyer Co., J. C., Chicago, Ill. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. 13
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 3
Wineman, Jr., Henry, Detroit, Mich. ..... I. F. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Greif Bros. Cooperage Co., Cleveland, Ohio 3
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. 13
Pennoyer Co., J. C., Chicago, Ill. 16
Powell Cooperage Co., Memphis, Tenn. ..... I. F. C.
Sheahan Co., B. C., Chicago, Ill. 4
Skuse's Cooperage, Rochester, N. Y. 26
Smith Lumber Co., W. T., Chapman, Ala. 13
Struthers-Ziegler Cooperage Co., Detroit, Mich. 13
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Vail Cooperage Co., Ft. Wayne, Ind. 26
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3
Wineman, Jr., Henry, Detroit, Mich. ..... I. F. C.

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio 3
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 16
Trevor Manufacturing Co., Lockport, N. Y. 3

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 16
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 26

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. ..... I. F. C.
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 16
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Welti & Bro., A. M., Cleveland, Ohio 26

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... B. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 26
Hennen Cooperage Co., The, Lake Providence, La. 26
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 26
Ozark Stave Co., Chicago, Ill. 26
Pennoyer Co., J. C., Chicago, Ill. 16
Sheahan Co., B. C., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, August, 1929 | $2.00 PER YEAR VOL. XLV, No. 4

Demonstrate the Worth of the Wooden Barrel to Organizers of Louisiana Vegetable Growers

Agricultural Interests of State Should be Shown the Reasons Why the Wooden Barrel is the Logical Package for Their Products—New Orleans Cooper Shops Enjoying Period of Plentiful Business

Northern grown vegetables are now on the market in the great centers of population and the busy season for shipping Southern produce is past. August and September are the only months in the year when there is no planting done in Louisiana, and the agricultural interests of the State are now availing themselves of the opportunity which their dull season gives them to organize and plan for their future compaigns.

Organizers of Vegetable Growers Should be Shown the Advantage of Cooperage Packages

Hon. Arthur G. Ellender, the member of our State legislature from Houma, La., who is the author of the law governing the grading and inspection of vegetables, is exceedingly active in organizing the vegetable growers. He is being aided in this work by A. H. Henderson, of Ruston, La., who is president of the State Chamber of Commerce, by Harry D. Wilson, Commissioner of Agriculture, of Baton Rouge, La., and Dean C. T. Dowell, of the Agricultural College at the State University. All of these gentlemen are public spirited, enlightened men, who have wide influence among the vegetable shippers. Would it not be a good idea to get in touch with them and show them that the best service that they could render the produce industry would be to recommend the barrel and the cooperage hamper as the best possible containers for Louisiana produce? If the produce growers and shippers can organize this far in advance and plan a great victory for the next season, why can not the cooperage industry set to work and help the good cause along by offering a solution of the difficult question of packages?

Louisiana Fruit and Vegetable Volume Totals $30,000,000 Annually

E. L. Tiebout, horticulturist of the State University, says that the fruit and vegetable industry of this State amounts to the colossal sum of $30,000,000 per annum. Is this trade worth going after, or are we to sit still and see the crate and hamper people get a monopoly of it?

Get After the Railroad Authorities on Behalf of the Barrel and Cooperage Hamper

Mr. J. O. Tacket, of Jackson, Miss., agricultural agent of the Illinois Central Railroad, is being besieged by the crate makers who are urging him to give his support to the crate as a vegetable container, but the coopers do not seem to have placed their side of the story before him. This is merely an illustration of the work that is being done for the substitute package but which is not being done for the barrel.

A Good Example for Cooperage Trade to Follow

Coopers often say that there is no use in advertising the barrel, for everybody knows what a barrel is. It is also true that everybody knows what an apple is, still the apple growers are planning to tax themselves one cent a bushel on all apples sold by producers, and to spend a million dollars a year in advertising apples. A similar campaign to advertise the apple barrel, or, better still, the cooperage apple hamper, would bring the shops all the work they could handle.

Georgia has long taken the lead as a peach growing State, but Mississippi is now coming to the front. Most of the peaches seen on this market now are from Brookhaven, Miss., but there are vast peach orchards near Picayune, Miss., and the orchards are steadily extending towards Jackson, and that should be the finest field in the world for the introduction of the one-bushel tub for peaches as well as for vegetables.

Commissioner Harry D. Wilson has been telling the farmers of this State of the wonderful expansion of the chain stores, and recommends the sale of produce direct to them. It might also be a good idea to show the chain stores how it would be to their interest to buy their supplies in barrels.

Tongued and Grooved Barrels for Fuller's Earth

Fuller's earth, used in the bleaching of cane juice, mineral oils and edible oils, is perfectly dry, and is so finely ground that a box that will carry it without sifting is too expensive, and when packed in bags it is subject to damage and loss. It is sometimes shipped in barrels, and the barrel suitable for this purpose should be made of good heads, preferably of pine, and tongued and grooved staves.

The Choctaw Clay Corporation, R. J. Wilkinson, president, occupies a suite of offices in the Canal Bank Building, this city, and operates extensive plants at various places. The latest development of this immense concern has been the acquisition of 437 acres of land near Bogalusa, La., where a large new plant will be opened. The barrel business of this concern would be too large for any ordinary shop to handle. Let some of the stock mill men get in touch with them.

New Orleans Coopers Busily at Work

With the passing of the vegetable season dull times settled upon the cooperage industry here, but you would not notice this in the city shops, for they are all at work. The chief falling off in the business has been in the closing of the branch shops in the produce shipping centers in the country, and the city shops are all at work as usual.

The demand for containers for cottonseed products is unusually good, used tight barrels find ready sale for petroleum products, and the soft drink people are using a great many new, high grade tight barrels for flavoring extracts, and now and then a few slack barrels for bottles. The making of barrels for soap stock is now an established business, with the usual squabbles about prices and specifications.

Our exporters are sending a good many lots of tight and slack stock to the oil fields in Mexico. Cuba is taking some slack stock, and some good shipments of stock and barrels have been made to Argentine and Uruguay for syrup, meat and alcohol, but the stave yards where heavy oak stock is carried for shipment to European markets are very quiet.

No Timber Shortage in Louisiana

The shortage of timber that is such a menace in other States is scarcely felt here. Stock mills have plenty of stumpage in sight, and if they would follow the business methods in vogue among other branches of the timber industry there would be no danger of their running out of raw materials. The hope for the future of the business lies in reforestation.

The Brown Paper Mills Company, of Monroe, La., is spending five million dollars to double the size of its plant, and raise its output to 400 tons a day. It now has 60,000 acres of timber land holdings, which under

modern reforestation methods will enable the plant to reproduce its supply perpetually.

The State now has a new nursery that will supply young trees for planting at the rate of five million per annum. The Great Southern Lumber Company, at Bogalusa, has nurseries producing young trees at the rate of ten million per annum, which certainly ought to insure a good supply of pine for the future. These trees are pine, which are of relatively slow growth. Timber suitable for the making of staves and heading will attain a merchantable size while the pine is just getting started to grow.

State Forester W. R. Hines says that Louisiana has between four and five million acres of land available for forest planting. Most of this land is not now needed for or suitable for any crop but timber, and much of it is best suited to the growing of stave and heading timber.

An Opportunity for the Oyster Barrel Man

The first planting of oyster shells in Louisiana's history to establish oyster reefs has been completed, according to James N. McConnell, Director of the Oyster Division of the Department of Conservation. The oyster shells were planted along the Louisiana coast from Turkey Bayou to Petit Pass. All packers in the vicinity have pledged to return a certain proportion of their oyster shells each year to keep up the planting program.

Within the next two years about 150,000 barrels of oysters will be taken from the mud banks where the first shells were placed. Plans are also under way to plant 20,000 barrels of the shells in Sister Lake in Terrebone Parish on an oyster reservation used for the cultivation of young oysters.

Revised Kiln Drying Handbook Issued

The Department of Agriculture has issued a revised edition of its Bulletin No. 1136, entitled "Kiln Drying Handbook," by Rolf Thelen, of the Forest Products Laboratory, originally issued May 12, 1923, revised May, 1929. While the treatment of the subject is along much the same lines as in the original publication, the text has been fully revised and amplified, embodying much new matter which reflects the progress made in drying methods since 1923. The size of the book has been increased from 64 to 96 pages, and it is an up-to-date publication, well calculated to serve, under present conditions, its declared purpose, which is to present to the dry-kiln operator, in condensed and convenient form, the fundamental facts about the drying of wood that he must know in order to get the most satisfactory results with his kiln.

Buffalo Coopers Find That a Quality Flour Barrel Pays

The slack cooperage demand is a little less active than a month ago though local shops are getting a fair amount of business. The fact that a fine quality of flour barrel is being produced helps the business to a large extent, for it brings trade from barrel users elsewhere. Coopers declare that it pays to produce a quality barrel. Some of them at least go on the principle that if one makes a better mouse-trap than anybody else does, to use an old and well-known quotation, the world will find it out and make a path to his doorway.

While there are not as many flour barrels made nowadays as in years gone by, this is no reason, the coopers say, to lower the quality; in fact, some are priding themselves on making better barrels than ever, even if they have to take a smaller margin of profit to do so. It is doubtful, however, if the conscientious cooper sacrifices profits by turning out as good work as he knows how, for he established an excellent reputation that draws a lot of business to his shop.

The milling-in-bond privilege, which has for some time been enjoyed by Buffalo millers, has been threatened by the millers of the Southwest, who have been regarding Buffalo's large flour export trade with a jealous eye. The milling-in-bond privilege gives the local millers the right to import Canadian hard wheat without paying duty, provided the flour produced is sold in the export market. This Canadian wheat is of superior quality and is mixed in with domestic wheat, thus producing the kind of flour that is desired in foreign countries.

The House of Representatives has passed a bill which would prevent the Buffalo millers from bringing in this Canadian wheat under a milling-in-bond privilege. The Senate has lately been holding hearings on the subject at which leading millers representing Buffalo have been on the stand and have testified that if the milling-in-bond privilege is lost by Buffalo the result will be that foreign countries will be buying Canadian flour, instead of that from this country.

Merger of Grape Products Companies May Help Industry

A move which is likely to help the grape industry in New York State is the formation of Fruit Industries, Inc., a merger of eight of the oldest and best known manufacturers of grape products in the United States. This new concern will control more than 85 per cent of the country's grape products business. The following concerns are taken into the merger: California Grape Products Co., California Wine Association, Colonial Grape Products Co., Community Grape Corporation, Italian Vineyard Co., National Fruit Products Co., and Garrett & Co. The last mentioned company is located at Penn Yan, N. Y., and Paul Garrett will be chairman of the board of directors of the new company. The individual concerns last year did a business of $25,000,000.

Slack Cooperage Stock Prices Holding Steady

Slack cooperage stock does not show much change in price from a month ago. There is some variation in the quotations from different mills, but this is quite apt to be the case most of the time. Where unusually low prices are made by any producer, it is sometimes found difficult to get the sort of material expected, or to get as much as has been contracted for.

Look for Heavy Sauerkraut Production

Indications point to a heavy cabbage crop this year in New York State and production of sauerkraut will be large. A number of new plants are being erected in this part of the State by sauerkraut manufacturers. L. A. Colton is building one at Stanley, N. Y., with the main building 160 by 144 feet in size, a cabbage house 42 by 26 feet and a storage building 45 by 18 feet.

New Plant of Empire State Pickling Company Nearing Completion

Work is proceeding rapidly on the new plant of the Empire State Pickling Co., at Phelps, N. Y., which, it is said, will be the largest and most modern and sanitary kraut pickling plant in the world. It will cover about five acres of ground and be fireproof. The building material is a light brown-glazed tile. The new plant will be ready for operation by September 1st. About 100 men are being employed on the buildings, and the payroll will be still larger when operations begin. The same company, of which B. E. Babcock is president, has plants at Shortsville, Gorham and Junius and an additional one at Phelps.

Notes of the Trade

The Quaker City Cooperage Co. shop received a visit from a number of Canadian millers the other day, who expressed themselves pleased with the equipment and product of the shop. President H. T. Pennypacker reports the barrel demand holding up fairly well.

The Niagara Cooperage Co., Lockport, finds the flour barrel demand light, but looks for a fair amount of apple barrel trade this year.

Edward B. Holmes, president of the E. & B. Holmes Machinery Company, is on a six weeks' vacation in upper Canada, where he will do some hunting and fishing.

Cement for Venezuela Shipped in Barrels

According to Vice-Consul Geo. R. Phelan, Puerto Cabello, cement is imported into Venezuela in wooden barrels. The most usual weight per barrel is 180 kilos (396.8 pounds), but a few barrels of 46 kilos (101.4 pounds) also are used.

Proposed Production of New Supply of Medicinal Whiskey an Interesting Development for Louisville Coopers

Cooperage Trade Keeping in Close Touch With Situation—Distilleries in Louisville District Practically Certain of Receiving Contracts—General Business Good

It has been many a long year since our old friend John Barleycorn has been responsible for any business in tight barrels. True there has been some widely scattered movement of kegs of various sizes, from ten gallons down, whose actual use was no concern of the producer, but there was no demand for fifty-gallon packages, or other large ones, at least not from the American bourbon or rye whiskey distilling industry. The Canadian industry developed a little demand for staves and heading, and probably a little shook business, but shipping distances were too great to move complete packages.

Medicinal Whiskey Again to the Fore

Now the first real barrel business for several years is close at hand. Prohibition Commissioner Doran, at Washington, has agreed that stocks of medicinal whiskey, sold on physicians' prescriptions through the drug stores, plus loss by evaporation, leakage, etc., has resulted in stocks in this country getting down to a point where it is essential that production start shortly, in order that newly made whiskey can be aged a minimum of four years in bond, to supply the drug trade.

Drug interests as well as the distillers have been arguing the point. Some of the dry leaders, as could be expected, are objecting to production of whiskey even for medicinal use, and have long argued that whiskey could not be considered as a medicine, and had no medicinal value. However, that is merely water under the mill.

From the way things are now going in Washington it is indicated that permits will be issued this fall or winter to a limited few distilleries for production and aging of whiskey in bond.

A total of 2,000,000 gallons appears to be the figure that Commissioner Doran has decided will be needed, and of that about 70 per cent will be bourbon whiskey. This is the equivalent of 40,000 barrels of 50 gallons each.

Louisville Should Benefit From Distilling of Medicinal Whiskey

R. E. Wathen, of the American Medicinal Spirits Co., Louisville, a merger of New York, Cincinnati, Chicago and other distilling interests, controlling all of the large remaining plants in Kentucky virtually and a few in other locations, including Maryland rye territory, has been a leader in the movement to start production again, and is said to have been responsible for action finally being taken.

The Wathen interests expect to capture at least a part of the production contracts. R. E. Wathen has pointed out that there are five distilleries in Kentucky, which have been held intact, and anyone of which is large enough to produce 60,000 barrels of whiskey annually, running only day shifts. These are the R. E. Wathen plant in Louisville; Sunnybrook and Stitzel plants in Louisville; O. F. C. plant at Frankfort; and Glenmore plant at Owensboro. They are about the only large plants left, and even these would need some improvements to be ready to operate, as they have long been idle.

Where Will the Bourbon Stock Come From?

Cooperage interests figure that it will require some time to produce the necessary bourbon staves and heading even for 40,000 packages, as such material is not available. Oil stock is ¾ inch thick, while bourbon is of inch thickness. It will take about 400,000 staves, after culling, and some 20,000 sets of material for heading. Mills will not be interested in cutting such material until actual orders are in hand, as it is too big a gamble, and such stuff may remain in their possession a long time otherwise. Many houses had their troubles in disposing of bourbon stock when the market went flat a few years ago.

Such material is expensive, and the finished package will cost considerably more than it formerly did. Back before the war the best quality ten hoop, white oak, 50-gallon charred whiskey barrel cost around $3.40 to $3.50, and will probably cost close to twice that amount today.

Of course, 40,000 barrels is not such a great number of barrels, but it is a kind of business that has not been in the market in a long time, and therefore of particular interest at the present moment.

Back in the old days when there were many big tight barrel plants, and plants of 3,500- to 5,000-package capacity daily there would have been plenty of competition for the business. Today there are not many of the old plants left in competition. The Louisville Cooperage Co., at Louisville; Paducah Cooperage Co., at Paducah; and some of the St. Louis and Tennessee concerns will be interested in revival of distilling. The large plants that were formerly about Cincinnati, when that city was also a distilling center, are few and far between today.

If the permits are issued material will come from somewhere when orders are placed. However, there probably will not be time to give material the careful air drying of the old days, which will mean that it will have to be kiln dried, and hurried, resulting in a lower grade package.

Conditions in Cooperage Trade More Promising

Generally speaking, the cooperage business has been looking more promising, but the period of actual heavy consumption is still some weeks away. In the South as well as in Louisville, and other points where tight packages are used in packing cottonseed oil products, interest is shown in the outcome of the cotton crop. Some statisticians figure that it will be a 13- to 14-million-bale crop, and others believe that it will run between 14 and 15 millions. The first Government report showing prospective bales will be out about August 8th. The July report only showed acreage and condition, which was indicative of a larger crop than last year.

Kentucky Potatoes Were Shipped in Bags

The potato crop about Louisville has proven to be a good one, and has brought excellent prices, up to $4 and better per 150 pounds, having hit a high of $4.50, but relatively few slack barrels were used in packing, as shipping has been principally in bags.

A large peach crop is being handled in the State, but the apple crop is below normal, and apple men have shown no interest in barrels so far.

Hogshead Manufacturers Look Forward to Good Demand

The hogshead manufacturers are anticipating normal or better business from the tobacco industry this year. Acreage is larger and production may be larger, although there are some plant diseases reported, which may materially reduce yield.

Country Flour Mills Will be More Active This Year

The wheat crop in Kentucky and southern Indiana this year is considerably larger than it was last year, especially in Indiana. In Kentucky the 1928 crop was a flat failure, and made only about a million bushels, whereas it is reported at around 4,000,000 bushels this year, which will mean more country milling, and a little better demand for slack barrels, or knockdown slack packages.

A Normal or Better Consumption of Cooperage by Pickle Packers

A rather favorable season is reported so far on cucumbers and indications are that the pickle crop will create a normal or better demand for barrels and kegs. Not much kraut is packed in Louisville or adjacent vicinity, although some is produced at New Albany, Ind.

Operating New Stave Mill

The J. T. Haynes Stave Company has placed a stave mill in operation at Mountain Home, Ark. The new plant opens a market for all the stave timber in that section of Baxter County.

ESTABLISHED 1885

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

E. A. POWELL, President
The Associated Cooperage Industries of America

President Powell Writes An Editorial on the Value of Association Membership and Participation in its Activities

IT should not be necessary but it seems advisable for the officers responsible for the conduct of The Associated Cooperage Industries of America to make some move toward selling the association to those who should be most interested in its welfare and in its success.

Our association is the only agency we have which brings the manufacturer and consumer of cooperage and cooperage stock to common ground and which gives them a mutual ownership. It is the only medium through which necessary changes in grade rules may be effected and through which information peculiar to the industry may be disseminated. It provides for us a forum for the discussion of questions in which its membership is interested and furnishes the machinery by which trade disputes and misunderstandings may be arbitrated and settled without the expense and ill feeling of court action. Many things are done within the association concerning which its members are not advised and with which they are not familiar and because they are not well informed as to the activities of their association they are often inclined to criticise the work it does without knowing how their association functions or without having any adequate conception of its value to them.

The usefulness and value of any trade association is so obvious that it does not require discussion, and in our particular case the value of our association is increased greatly by the fact that the units of the cooperage industry are widely scattered. Our association scrutinizes carefully every business activity that may in any way touch the industry to its detriment and when it fails to act effectively to prevent injurious results, it is either because of apathy on the part of association members or because the task is impossible of performance. For instance, it is difficult to tell just how valuable association action is in traffic matters, but certainly it is reasonable to suppose that the weight of association influence with its tonnage behind it counts a good deal more with carriers and with the Interstate Commerce Commission than the disorganized efforts of individual concerns.

The basic activities of trade associations remain the same, although from time to time the methods by which associations pursue their purposes are changed to meet changing business conditions. In the life of modern competition, associations, like individual concerns, must produce efficiently and do so at a cost in keeping with their probable revenue.

Some time ago our association discontinued its traffic department. This did not mean that the association is not keenly alert in traffic matters; it simply meant the discontinuance of a service which had practically fallen into disuse because so many concerns through their own traffic men were doing the required work which had in years past fallen, to some extent, to the association traffic department, and it did mean that the association could and would take advantage of using organizations already in existence in which are found highly skilled traffic men and trained legal talent to increase its watchfulness in traffic matters, improve its service to its members, lessen its expense and add to the weight of its own influence that of other shippers employing the same agencies.

Our association cannot possibly make business good when it is bad; it cannot possibly increase the use of barrels if the manufacturer himself does not manifest his interest by seeing that his material is fully up to required specifications; it cannot possibly convince a dissatisfied customer that the barrel is a marvelous package when the customer has just received a shipment of staves, heading or barrels which were improperly made, or which were below the grade required for the purpose for which they were intended; but if The Associated Cooperage Industries of America is properly supported by the trade it was organized to represent, it can make its actions express the real constructive and protective intention of the industry and thus make it impossible for those guilty of improper trade practices and of manufacturing poor material to survive.

Our association is steadily gaining strength and if we have defects in it they are minor faults since they are but reflections of the faults of its members. New members are coming in, and as President of The Associated Cooperage Industries of America I say sincerely and honestly to every present member and to the entire industry, your organization today is functioning in a manner comparable with the support you give it and its activities will increase as you become more active in your participation in its affairs.

Quick Action Urged Upon Tight Cooperage Trade in Signing Simplified Practice Acceptance

THE proposed simplified practice recommendations for Tight Cooperage and Cooperage Stock, as developed at the recent General Conference in connection with the Annual Convention of The Associated Cooperage Industries of America, have been placed in the hands of cooperage and cooperage stock manufacturers by the Division of Simplified Practice for acceptance.

Quick action on the part of the tight branch of the cooperage industry in signing the acceptance form sent with the recommendations is very important, for the reason that until the Division is in possession of at least 80 per cent acceptances by volume of annual production, no authoritative action can be taken in the way of distributing the specifications or simplification program to manufacturers and consumers of tight barrels and kegs.

The JOURNAL is advised by W. E. Braithwaite of the Division of Simplified Practice that acceptances are coming in slowly. Since promptness and dispatch are so vitally important in the matter of signing and returning these acceptance forms the JOURNAL urges each and every manufacturer of tight barrels and kegs, as well as producers of tight stock who have not so far mailed their acceptance, that they sign immediately and forward it to the Division of Simplified Practice without delay. The simplification program recommended for tight cooperage and cooperage stock being, as it is, one of the most progressive and important developments that has come before the cooperage industry for some time, should find all on their toes—so far as quick signing and returning of the acceptance forms are concerned.

The proposed specifications for tight barrels and kegs covered by the simplification program have been given widespread publicity throughout shipping container using industries, both by the JOURNAL and by the trade publications of the various industries, and there is no question but that manufacturers of industrial products and foodstuffs, as well as all other manufacturers whose products are or could be shipped in wooden barrels and kegs are interested in having the simplification program accepted, as such action will be a guarantee to them that they will at all times receive well made barrels and kegs.

The new program is to become effective on July 1, 1930, provided the requisite number of acceptances is received, but there is no reason for delaying the acceptances, since the sooner the Division of Simplified Practice is assured of the support of the entire cooperage trade in its willingness to live up to the specifications proposed, the sooner will the Division be able to extend co-operation in the matter of printing and distributing a bulletin to the various consuming industries covering the program in detail.

Another angle that should not be lost sight of in this particular is the publicity which the dissemination of information on cooperage by a Governmental Department will give to the wooden barrel. With detailed information in the hands of container using industries as to "standard cooperage," there is bound to awaken a new interest on the part of such manufacturers as to "packing methods" and "economical and safe containers," and with a well made barrel practically guaranteed by the adopted specifications, the cooperage trade cannot help but benefit and benefit greatly by the full acceptance of the simplification program.

An exceptional opportunity for tight cooperage and stock manufacturers to not only benefit their trade, but themselves individually as well, is right at hand and the JOURNAL feels positive that each and every member of the tight branch of our industry will immediately, if they have not already done so, take advantage of this opportunity by signing the acceptance form in their possession and mailing it off at once to the Division of Simplified Practice.

WANTS IN COOPERAGE LINES

E. O. Worth, Mondamin, Iowa, desires sample and prices of new cooperage apple hamper.

Wm. B. Alwood, General Manager, Old Dominion Orchard Company, Inc., Greenwood, Virginia, would like sample and prices of new cooperage apple hamper.

I. C. C. Decision in Eastern Freight-Class Rates Will be of Importance to All Manufacturers

According to an article which appeared in a recent issue of the Philadelphia *Public Ledger*, by Clinton W. Gilbert, the Eastern freight-class rate case which is now being heard by the Interstate Commerce Commission will probably result in changes that will be epochal in their social, political and industrial effects. The revision of the freight-rate structure in this most important territory, east of the Mississippi River and north of the Ohio River, will, it is expected, be along the line of the changes that have resulted from the similar consideration of class rates in the Southern territory. In general, the tendency of the commission in the revisions which it is making is to put most of the freight rates on a straight mileage basis.

As the rates stand now in the East, the great industrial centers enjoy generally more favorable freight rates than the smaller cities in the same territory. And this is true, though the smaller places may be nearer the common shipping point than the bigger ones. For example, the first-class freight rate from Detroit to Baltimore is $1.08 a hundred pounds. Smaller industrial cities in Ohio much nearer Baltimore pay $1.135 a hundred pounds. These rates were based on the theory of wholesale prices, large shipping points having always had an advantage over smaller ones.

Present shipping advantages enjoyed by places which originate a great deal of freight have tended to concentrate industries at such centers. The more logical and fairer basing of freight rates on distances shipped will in all probability tend to diffuse industry. In Tennessee, for example, the new Southern class rates based on mileage have already resulted in the establishment of textile mills in small towns and villages. Except for the new mileage rates, these mills, moving South for cheap labor and to be near the cotton supply, would probably have located in Memphis or Nashville, which formerly enjoyed an advantage in freight rates over the smaller places. Manufacturing costs will probably be cheaper in the smaller places. And politically the diffusion of industry will reduce the number of so-called farm States and, consequently, the influence of the agrarian element in Congress.

1929 Canadian Apple Production in Excess of Yield for 1928

Crop in Ontario Will be 37 Per Cent Greater Than Last Year's Harvest—Nova Scotia Will Produce More Than 1,000,000 Barrels of Apples—Weather Conditions Very Favorable

Reports from the fruit producing provinces indicate good average crops of all fruits in British Columbia, and heavy yields of all fruits in eastern Canada with the exception of plums and prunes, and cherries in Ontario. All other fruits are equal to or above last year's production. The commercial apple crop is expected to amount to 3,609,417 barrels, an increase of 11 per cent over 1928 when 3,235,970 barrels were reported, or 21 per cent over the 5-year average of 2,985,310 barrels. While British Columbia reports a decrease of 25 per cent from their record crop of 1928, Ontario reports an increase of 37 per cent and Nova Scotia an increase of 38 per cent. Summer varieties, such as Duchess and Wealthy, will be generally light, while fall and winter varieties will be heavy.

The following table is a summary of the commercial apple crop for Canada, and by provinces, from 1924 to 1928 with 1929 estimated, together with a 5-year average:

	B. C. (Bbls.)	Ont. (Bbls.)	Que. (Bbls.)	N. B. (Bbls.)	N. S. (Bbls.)	Canada (Bbls.)
1924	892,030	684,810	71,175	31,250	1,276,225	2,955,492
1925	953,020	950,140	70,900	40,000	956,060	2,970,120
1926	1,311,800	573,600	111,600	30,000	927,370	2,954,370
1927	1,079,500	673,500	104,600	28,000	925,500	2,810,600
1928	1,457,720	561,300	105,950	22,000	1,089,000	3,235,970
1929 (estimated)	1,179,367	771,050	128,000	22,000	1,509,000	3,609,417
5-year average 1924-1928	1,126,254	688,670	92,845	30,250	1,034,730	2,985,310

Nova Scotia Will Have in Excess of 1,000,000 Barrels of Apples

Although the drop is not yet completed, the commercial apple crop in Nova Scotia is now estimated at 1,509,000 barrels, as compared with 1,089,000 in 1928 or the 5-year average of 1,034,730 barrels. The estimate indicates an increase of 38 per cent over last year. In most districts the weather during the blooming period, and since, has been favorable to the development of fruit. Spraying has been generally well carried out, with fungus and insect pests under control, except in orchards which have been neglected. In these, pests are very prevalent, particularly in Queen's-Lunenburg, and Annapolis County West. The commercial estimate by districts is as follows (1928 figures in parentheses), followed in each case by the leading varieties in the district: Annapolis County East, 90,000 (63,920); King, Ribston, Golden Russet, Baldwin, Gano, Nonpareil, Gravenstein, Spy; Annapolis County West, 140,000 (71,340); Gravenstein, King, Ribston, Wagner, Baldwin, Ben Davis, Russet, Nonpareil; King's County North and Kingsport, 391,519 (261,010); King, Baldwin, Golden Russet, Wagner; King's County South, Kingston and Kentville, 498,000 (297,220), all varieties; Hants County—Port Williams to Windsor, 380,000 (198,890); King, Baldwin, Russet, Ben Davis, Gravenstein, Spy; Queen's-Lunenburg, 9,500 (7,100); Gravenstein, King, Russet, Baldwin and Stark.

New Brunswick Crop Not So Plentiful

The season in New Brunswick is very backward, and at time of writing this report the June drop was not yet complete. Indications are, however, for a below-average crop, equal to last year, when 22,000 barrels were reported. The 5-year average for New Brunswick is 30,250 barrels. Wealthy, Dudley, McIntosh and Blenheim Pippin are the most promising varieties. Spraying has been more general, and fungus and insect pests have been more effectively kept under control than usual.

Quebec Ahead of 1928 Production

Most apple districts in the Province of Quebec enjoyed warm, sunny weather during the blossoming period, and a good set of fruit has resulted. Although some districts report extremely dry conditions and intense heat during the greater part of June, yet generally suitable growing weather has prevailed, with sufficient rainfall. The commercial crop is estimated at 128,800 barrels as compared with 105,950 barrels in 1927, or 92,845 barrels, the 5-year average. Early varieties are very much lighter than last year while in the later varieties McIntosh are very heavy and Fameuse are patchy to heavy. St. Hilaire and Hemmingford and Covey Hill report 100 per cent increase, while Abbotsford, Rougemont, St. Joseph du Lac and Châteauguay-Woodlands show increases of 50 per cent to 60 per cent. Most growers have followed the most approved practices in spraying, and in their orchards despite adverse weather conditions in some sections, the foliage and fruit are mostly quite clean. Those orchards which have not had the benefit of proper spraying are showing considerable scab development and insect infestation. In the Châteauguay-Woodlands section, fire blight is prevalent in some orchards. The commercial estimate in barrels by districts, as compared with the final estimate for 1928, (figures in parentheses representing 1928), is as follows: Abbotsford, 20,000 (29,270); Rougemont, 20,000 (24,600); St. Hilaire, 40,000 (21,600); Châteauguay-Woodlands, 4,000 (4,000); Oka-LeTrappe-St. Joseph, 9,000 (6,400); Island of Montreal, 3,500 (4,500); Hemmingford, 7,000 (6,460); Chateau Richer, 7,500 (1,500); Island of Orleans, 10,000 (4,000); Charlesbourg, 6,000 (1,000); Mont St. Grégoire, 1,800 (1,660).

Ontario Apple Production Will be 37 Per Cent Above 1928

The commercial apple crop in Ontario is now estimated at 771,050 barrels, as compared with 561,300 barrels in 1928 or 688,670 barrels for a 5-year average. This estimate shows an increase of 37 per cent over last year. Western Ontario shows increases in the various districts ranging from 10 per cent to 100 per cent, while eastern Ontario shows but slight increase, about 5 per cent, with the exception of the St. Lawrence Valley where an increase of 100 per cent is expected. Many districts report abnormally dry weather during the greater part of June, causing the heavy drop. Moisture conditions have improved wonderfully during the last two weeks. Spraying has been thoroughly carried out on a wide scale, with the result orchards show clean, or with minor infestations of insects or fungus.

Western Ontario: The western Ontario commercial apple districts expect a yield of 519,770 barrels, as compared with a final estimate of 366,580 barrels in 1928, which is an increase of 42 per cent. The commercial estimate by districts is as follows, (1928 figures in parentheses) followed in each case by the leading varieties in the district: Burlington, 120,000 (84,420); McIntosh, Snow, Spy, Greening, Russet, King; Niagara district, 135,000 (71,470); Wealthy, Snow, McIntosh, Spy, Greening, Russet; Norfolk County, 62,000 (40,000); Wealthy, Snow, McIntosh, Spy, Baldwin; Elgin and Oxford Counties, 32,760 (23,400); Wealthy, McIntosh, Baldwin; Essex and Kent Counties, 18,993 (13,570); Wealthy, McIntosh, Baldwin; Huron County, 15,000 (8,000); all varieties; Lambton County, 24,216, (9,260); Spy, Greening, Baldwin, Russet, King, Canada Red; Middlesex County, 15,800 (12,830); Duchess, Baldwin; Georgian Bay, 96,000 (94,100); Snow, McIntosh, Spy, Greening. Throughout western Ontario early varieties are generally light, while late fall and winter kinds are very heavy. In Huron County aphids and leaf rollers are numerous and causing injury. Sprayed orchards generally show but light infestations of fungus or insects, while unsprayed orchards are showing heavy damage, notably in Niagara, Burlington and Elgin and Oxford districts.

Eastern Ontario: The estimate for the commercial crop in eastern Ontario is estimated at 203,700 barrels, as compared with 204,250 for 1928, and which is less

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

QUALITY HEADS

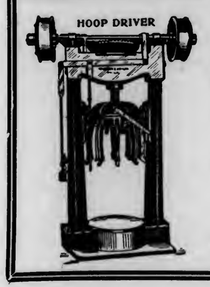
ALL SIZES
8" TO 24"

Scientifically Made from Southern Pine
HEADS—HOOPS—STAVES

C. E. MURRAY
DECHERD - - TENNESSEE

Pine Heading a Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.
MANUFACTURERS OF
Yellow Pine Lumber and Timber, Hardwood Lumber, Pine Heading, Veneer, Crates, Lath, Etc.



WEIMAR ENGINEERING WORKS
Builders . . of . . Hoop Driving, Barrel Washing and Bung Hole Boring Machines
SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

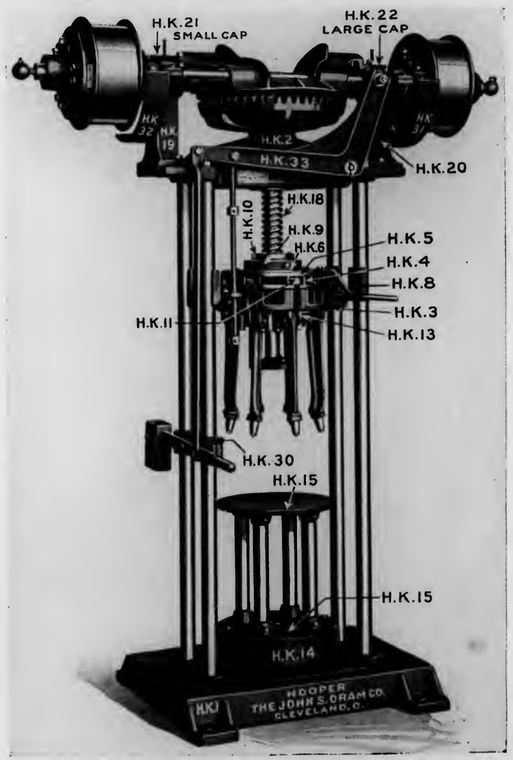
BARREL MACHINERY
Oram
CLEVELAND, O. U.S.A.

ORAM'S

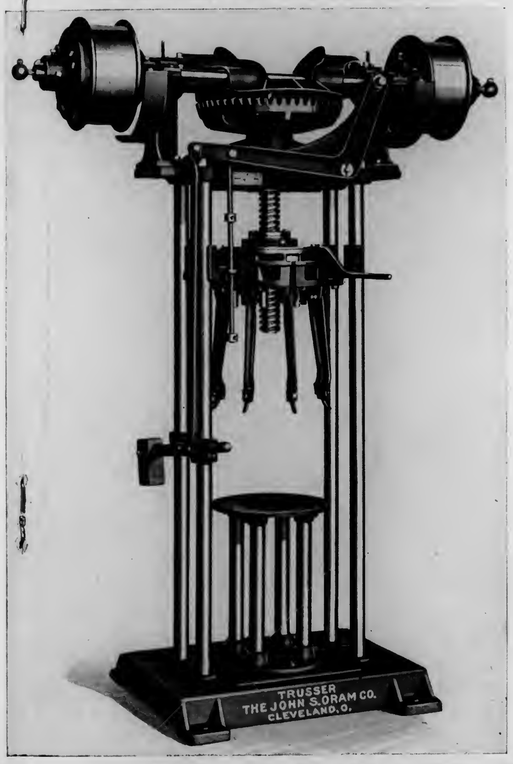
New Small Keg Machines for Packages, One-half-Gallon to Five-Gallon Kegs

LATEST UP-TO-DATE MACHINES

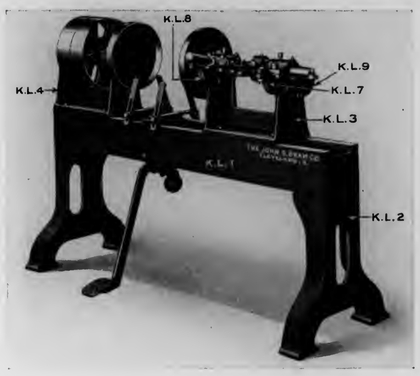
HOOP DRIVING MACHINE



TRUSS-HOOP DRIVING MACHINE

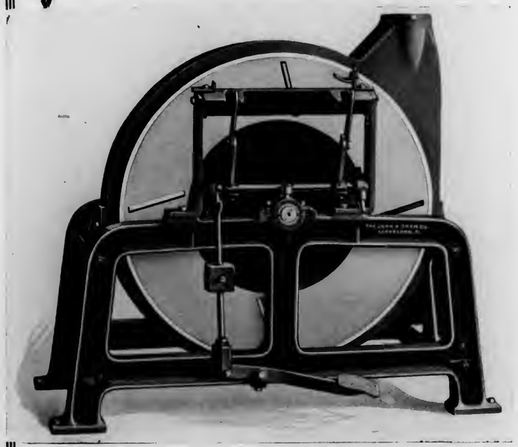


KEG LATHE
Also Can Fit Up With Plane and Rod and Rest

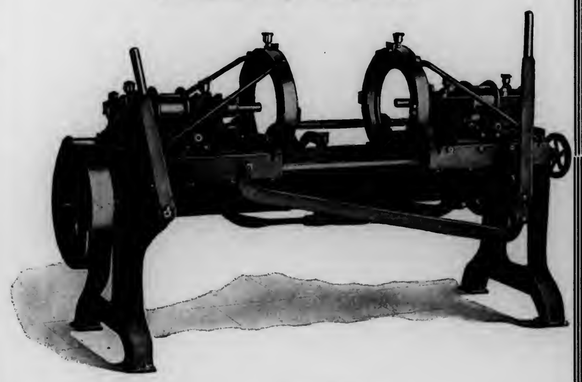


STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

STAVE JOINTER—8 Inches Up to 18 Inches



KEG CROZER—4-inch Diameter Head to 11-inch Diameter Head and Up to 20-inch Long Staves



FIFTY-SEVEN YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Mailed on Request
108 PAGES

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

Strength and Economy in binding barrels with

American Steel & Wire Company's

WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE.....Miners Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY

San Francisco Los Angeles Portland Seattle

J. C. PENNOYER COMPANY

AGENTS LOVEJOY KNIVES

Tight Cooperage Stock

Slack Cooperage Stock

Cooperage Machinery

COMPLETE STOCK MEMPHIS

CHICAGO NEW YORK MEMPHIS

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY

Memphis, Tennessee

than 1 per cent short of last year's crop. The estimate in barrels by districts is as follows, (1928 figures in parentheses), followed by leading varieties: Whitby, Oshawa, Bowmanville, Newcastle, Brighton, 107,288 (74,700); Duchess, Wealthy, McIntosh, Fallawater, Greening; Port Hope, Cobourg, Colborne, 45,000, (58,670); Kings; Trenton and Belleville, 42,000 (39,090); McIntosh, Spy, Stark; Prince Edward County, 27,000 (20,790); Snow, McIntosh, Spies, Stark; St. Lawrence and Ottawa Valley, 15,000 (11,000); Duchess, Wealthy, McIntosh, Fameuse. Early varieties are light while winter varieties are fairly heavy, with the exception of Baldwin, which is reported to be very light. Weather conditions during most of June were unfavorable, very hot with practically no rainfall, as a result of which the June drop was abnormally heavy. Prince Edward County reports that a hail storm through the northern section on June 25th pecked about 35 per cent of the fruit. While spraying has been generally well carried on, scab and insect injury are prevalent in some districts. In the Oshawa, Bowmanville, Whitby, Newcastle and Brighton districts some orchards show a severe infestation of leaf roller, with scab prevalent on leaves.

Canadian Potato Acreage Will be Slightly Under Last Year's Harvest

The Canadian potato acreage indicates a 5 per cent decrease from 1928 figures, with 568,000 acres as compared with 599,063 acres last year. British Columbia and the Prairie Provinces report practically the same acreage while Ontario, Quebec and the Maritime Provinces all report slight to fairly heavy decreases. Weather conditions in British Columbia improved during the last two weeks of June and a good crop is anticipated. In the Prairie Provinces dry weather conditions are creating a fear that the potato crop will be light this year. Throughout eastern Canada reports indicate that although plantings were later than usual, the stand is very uniform, there are few misses, and moisture and other weather considerations are suitable to a good yield of potatoes. Spraying operations are holding pests under good control. The estimated potato acreage by provinces for 1929 as compared with 1928 is as follows:

	1928 Acres	Per Cent of 1928	1929 Acres
Prince Edward Island	51,890	90	47,000
Nova Scotia	30,685	93	29,000
New Brunswick	52,239	88	46,000
Quebec	164,000	98	161,000
Ontario	181,241	92	167,000
Manitoba	31,054	100	31,000
Saskatchewan	42,800	99	42,000
Alberta	28,366	101	29,000
British Columbia	16,788	98	16,000

Bag Interests Very Active in Potato Growing Districts

Textile Bag Association's Trade Extension Campaign Making Much Headway in Certain Sections—Potato Barrel Manufacturers Must Meet This Competition by Effective Publicity of Wooden Barrel's Characteristic Qualities

That the textile bag manufacturers are extending every effort to corral the shipping container business of the potato industry is evidenced by the information contained in the following article which appeared in the July 4th issue of *Printers' Ink:*

"A successful experiment in packaging, labeling and advertising potatoes in fifteen-pound retail cotton bags, made recently by the Textile Bag Manufacturers Association of Chicago in co-operation with the Michigan Potato Growers Exchange, indicates the practicability of retail packaging many of the so-called bulky farm products, including white potatoes, sweet potatoes, string beans, asparagus and celery.

"The association made a preliminary survey of Chicago produce dealers, grocers and housewives to learn their attitude toward the proposed marketing of potatoes in sealed retail bags. Forty per cent of the produce dealers interviewed favored a retail sack of either fifteen or twenty-five pounds; 50 per cent were indifferent, and 10 per cent were opposed to the plan. Sixty-five per cent of 700 grocers liked the idea; 12 per cent were doubtful but were willing to try the package, and 23 per cent declared they could not sell packaged potatoes in their 'poor' neighborhoods.

"It was learned that the average retail sale of potatoes in Chicago is a fraction over seven pounds. The association argued that by putting up potatoes in fifteen-pound sacks the unit retail sale would be increased. The grocers were quick to sense this possibility. They considered also that the package would eliminate waste, save labor and provide attractive store and window displays.

"Field workers of the association interviewed 650 housewives in Chicago, among whom the chief appeal of packaged potatoes was uniform quality packed under brand with a shipper's guarantee. They declared that many grocers for convenience during rush hours prepare five-, ten- and fifteen-pound paper bags of potatoes in advance, but that it would be preferable to have the package filled, sealed and labeled by the shipper. The cotton bags could be used later for lettuce, dust cloths, polishing cloths and the like.

"A test shipment of 2,400 fifteen-pound sacks of 'Chief Petoskey' potatoes, top brand of the Michigan Potato Growers Exchange, was made to Buffalo, N. Y. The potatoes were shipped to F. P. Coward & Son, commission house, which redistributed the stock among local dealers. The potato exchange ran a six by ten-inch advertisement in the Buffalo papers in which the advantages of the retail package were stressed. It read:

"'Each potato is especially selected! You get them exactly as packed by the growers. No culls. No leftovers from the pickings of other shoppers. All clean, uniform, choice potatoes—each a big, plump, well-formed fellow. You can get Chief Petoskeys in clean, attractive cotton sacks, each containing 15 pounds—1 peck. And you'll find a hundred handy uses about the house for the empty sacks.

"'The Chief Petoskey trade-mark on the clean cotton sack is your guarantee of quality—your surety that today—tomorrow—next week—you will always get the same high-grade selected potatoes. Go this week to the stores whose names appear below.'

"The fifteen-pound sacks sold for 10 cents to 12 cents more than the market price on potatoes of similar quality. They sold readily in the better class neighborhoods, but lagged in the poorer neighborhoods. Total costs to the potato exchange were 18 cents per peck and the selling price to F. P. Coward & Son was 21½ cents. The wholesaler sold the potatoes for 23½ cents to retailers who in turn received from 27 to 35 cents per peck, while New York potatoes of equivalent quality were selling at neighborhood stores for 17½ cents a peck."

With such an intensive campaign being waged by the bag manufacturers, the absolute need for counteractive action generally by cooperage manufacturers is very apparent.

Walker L. Wellford Elected a Director of National Association of Furniture Manufacturers

Walker L. Wellford, president of the Chickasaw Furniture Manufacturing Company of Memphis, as well as the Chickasaw Wood Products Company, was elected a director of the National Association of Furniture Manufacturers, which oranization was launched last week at a meeting in Chicago. Mr. Wellford was one of two Southern men named on the directorate, the other being J. A. Ward of the J. A. Ward Furniture Company at Fort Smith, Ark.

Purchases Stave Plant of Perry Stave Co.

T. F. Williams of Trenton, Fla., has purchased the stave plant and properties of the Perry Stave Company at Perry, Fla., and plans to manufacture finished barrels from cypress and oak staves. He will also erect a plant that will manufacture barrels exclusively for the turpentine trade.

TRADE REPORTS FROM HERE AND ABROAD

Extreme Dry Weather in Fruit Districts a Disadvantage to Cooperage Trade

Slack cooperage has been moving in this locality fairly well during the past month. It takes about a month, usually, to get orders through and stock delivered, so the business of one month reflects the orders of the previous month. While there has been a fairly good business during July we are somewhat inclined to be skeptical concerning the business of August, because July has been as dry as the Sahara Desert.

Many human beings think that they can develop very well without water, as long as they have other liquid refreshments, but nothing has been found to take the place of water when it comes to developing fruits and vegetables. A large proportion of the slack barrel cooperage consumption is for fruit barrels and when the people think, for any reason, that the fruit crop will be curtailed, the effect upon the cooperage industry is decidedly apparent. With the dry July has come a dearth of fruit stock orders which, as has been said, is not conducive to a good August business. A good soaking rain coming soon would greatly relieve the situation and that is the one thing that we want in this locality just now.

There is a fairly good demand for cooperage along various other lines, where the trade is not affected by the weather, but it is feared that if this dry weather continues so that the apple crop is more or less of a failure, thus resulting in the cutting of fruit stock prices, that the price-cutting will be reflected in all lines of the trade. Therefore, it would be a decidedly big thing if the COOPERS' JOURNAL could bring some influence to bear upon the weather man to give us rain. If the paper could do that, then everyone, without exception, would vote the COOPERS' JOURNAL a cooper's helper.

C. M. VAN AKEN, *President*,
C. M. Van Aken Cooperage Co.,
New York City.

Demand for Apple Barrels and Stock in Canada Better Than Last Year

Since my July letter, there has not been any material change in the cooperage situation in Canada.

The apple barrel coopers are now pretty well under way making containers for the present apple crop, which, we estimate, will be considerably better throughout the Province of Ontario than last year. In eastern Ontario the crop should run twenty-five per cent greater than last year, and in western Ontario from ten to fifteen per cent.

Up to the time of writing weather conditions have been generally favorable for the growth of apples, and the well-cared-for commercial orchards have every prospect of yielding a fair crop of clean fruit.

The demand for apple barrel stock is better than last year, without any particular change in the sugar and flour barrel trade.

General business conditions in Canada continue to run considerably ahead of 1928, and the small wheat crop in the western provinces is the only discouraging factor on the business horizon.

W. A. FRASER,
Trenton Cooperage Mills, Trenton, Ont.

Autumn Prospects for Tight Cooperage Trade Are Favorable

We have been noting an improvement in inquiries during the past two weeks for tight barrel staves and heading, not only for prompt shipment but for shipment during the next sixty to ninety days. Therefore, we feel that there will be at least a fair volume of tight cooperage stock moving during the fall months and that the situation will be, for that period, somewhat firmer than conditions which have existed during the last sixty days.

R. S. CLARK, *Vice-President*,
G. I. Frazier Co., Memphis.

Look Forward to Brisk Autumn Business in British Cooperage Trade

Trade remains good, and reviewing the first six months of 1929 we find no cause to complain. Consumption has been well in excess of the previous year and the demand remains very steady.

The hot summer is helping to keep up the consumption of Memel staves and most cooperages are fully employed. There are quite a number of orders about.

Cooperages operating on American staves are quite busy, with a good demand. The import, however, is quite up to the consumption.

There is very good demand all round, for slack stock, with business fifty per cent better than the first half of last year. As a rule, there is generally a period of quiet in this line during August and September. This is purely seasonal, however, and in the autumn business is expected to be brisk.

J. C. TINKLER,
Tinkler & Webster Ltd., Liverpool, England.

Cooperage Company Incorporates

B. F. Borden & Co., Front Royal, Va., manufacturers of barrels, staves and lumber, has become a corporation with a capital of $50,000.

National Foreign Trade Council Issues Annual Hand Book on American Foreign Trade for 1929

American exports will be close to $5,400,000,000 this year for the fiscal year 1928-29, the highest record since 1920, according to the estimate of the National Foreign Trade Council. This means that at the dollar value of 1913 we are shipping more than 40 per cent more goods abroad than before the war. The export balance will be close to a billion dollars or about one-third larger than for the average of the past five years.

"American Foreign Trade in 1929," the record of the Sixteenth National Foreign Trade Convention at Baltimore this spring, explains many of the reasons for this continued spurt in American foreign trade growth. Chief among them is the American habit of scientific merchandising which has retained practically all the customers secured when Americans first began vigorously campaigning for foreign trade after the war and has annually added many more. The current issue of the foreign trade hand book instances many cases of this policy. It makes a special feature of installment sales abroad which was discussed with considerable thoroughness by E. G. Simons, vice-president, American Foreign Credit Corporation, New York. It also contains discussions widely participated in by the delegates at the convention of the advantages of credit insurance, modern methods in export advertising, and a comprehensive discussion of the service technique that accompanies American salesmanship.

The Council includes in its final declaration, printed in a prominent place in the volume, the following statement:

"International balancing of trade should not be prejudiced nor the continued expansion of our merchant marine, consequent upon the increased exports and imports, both of which are essential to the maintenance of prosperity and employment, by any procedure which might invite serious retaliatory action. We must not retard the natural inward flow of goods by which our foreign customers can pay in their own products for obligations incurred and for purchase of goods. We should continue the policy of fair and considerate encouragement of the consumption here of foreign products required in the normal expansion of our own industries and for the benefit of our people."

The Baltimore convention was the largest the Council has held since 1920 and the largest it has ever held on the Atlantic seaboard. The number of delegates attending the convention was 1,615, including 65 delegates from abroad, and American foreign traders from 34 States and 125 cities.

The book is available at $2.50 per copy and contains a carefully prepared cross index of all topics and markets discussed from the platform and from the floor as well as an alphabetical list of delegates, and the Final Declaration of policy and principles adopted at the meeting.

Cooperage Conditions in Foreign Trade Centers

Bordeaux Stave Market Inactive

Consul Lucien Memminger, Bordeaux

Owing to unusually dry and cold climatic conditions in southwest France during the first three and a half months of 1929, viticulturists express uncertainty as to the prospects for this year's crop of wine grapes.

The present season is dull as regards trade in imported staves. Wine growers are giving no orders for barrels until the season is further advanced and a more definite idea of prospects can be formed. Local merchants state that the market shows little or no interest in the purchase of American staves at present prices, which are approximately $200 to $220 per thousand c. i. f. Bordeaux for 36-inch white oak staves and $400 to $440 for 42-inch white oak. The latter are sold principally in Sete. Estimates of the quantities on hand are about 200,000 American and 1,500,000 Russian staves. These stocks are not considered abnormal despite the fact that the demand has been very light for some time.

Origin and Distribution of Russian Imports

With reference to the large importations of Russian staves at Bordeaux it is to be noted that about half of the quantities received do not remain at Bordeaux for consumption but are reshipped by steamers either to Algiers, Oran, etc., or by canal in barges to ports in the Midi region of France, Sete, Montpelier, etc. Entire shiploads are received, the staves being divided into about 180 different dimensions. Of these about 40 or 45 dimensions are special for use in different Mediterranean regions.

Most of the Russian staves received at Bordeaux are from Leningrad and are manufactured in the Volga region. Staves manufactured in the Caucasus and Volynia regions differ from those obtained in the Volga both as to quality and dimensions. The latter are usually landed at Sete or other Mediterranean ports. Occasionally a certain proportion of these importations is reshipped by canal from Sete or Bordeaux, depending upon the needs of the market.

No Change in Market for American Staves Anticipated

As American oak staves are used at Bordeaux principally as containers for fine grade wines intended for export no material change in the local situation affecting them is anticipated. The export movement of Bordeaux wines has shown little variation in the recent past.

Imports of Oak Staves

The following figures show the quantities of staves imported into the customs district of Bordeaux during the first three months of 1929:

Country of Origin	*General Commerce Metric tons	*Special Metric tons	Commerce Francs
Russia	4,965	2,687	3,408,000
Poland	80	80	172,000
United States	54	79	106,000
Algeria	17	17	29,000
England	6	6	10,000
Total	5,122	2,869	3,725,000

*General Commerce includes all merchandise arriving whether declared for immediate consumption or for storage; Special Commerce includes all merchandise sent into consumption, that is, entered upon payment of duty.

During the same period of 1928 the total imports of staves in special commerce were 1,902 metric tons, valued at 2,413,000 francs, of which 1,655 tons came from Russia and 246 tons from the United States.

Exports From Nantes

Consul Harold M. Collins, Nantes, April 24th

Wine barrels:	1st Quarter 1928	1st Quarter 1929
French North Africa	6,350	1,625
Portugal	110	....
Spain	....	1,748
Total	6,460	3,373

The Stave Market of Southern France

Consul General John A. Gamon, Marseille

The stave market in Southern France throughout 1928 was not considered strong by the trade even though preliminary figures, subject to revision, show a considerable increase in imports. Comparatively heavy stocks were on hand at the beginning of the year. According to figures compiled from the monthly customs estimate prepared for the Marseille Chamber of Commerce, 7,552 metric tons of oak staves and stave wood were imported into Marseille during 1928 of which 516 metric tons came from the United States. The corresponding figures for 1927 were 3,956 metric tons and 441 metric tons from the United States. Imports of other staves and stave wood show that 3,217 metric tons were imported in 1928 and 2,061 metric tons in 1927.

Mangrove Wood for Cooperage Not Great Success

The principal sources of staves and stave wood to this district are Russia, Yugoslavia, the United States, and Italy in the order named. The Russian staves coming to this market are of oak and are shipped unassorted, whereas the American staves are sorted as to dimension. Those from Italy are practically all chestnut staves, and the imports from that country in 1928 are reported as but one-eighth of the imports for 1927. During the past two years experiments have been made in the use of mangrove wood for wine casks, but they are not meeting with great success. (See Special Circular No. 1284).

Prices Stationary

During 1928 prices remained stationary at Marseille and Sete. The following table shows the prices prevailing in recent years:

Date	Franc Value Cents	Per 100 pieces, 42 in. White Oak Francs	Red Oak Francs
December, 1924	5.0	1,100	950
December, 1925	3.7	1,250	1,025
May, 1926	3.1	1,400	1,100
December, 1926	3.9	1,350	1,200
December, 1927	3.9	1,300	1,000
December, 1928	3.9	1,300	1,000

Date	Franc Value Cents	Per Barrel of 625 liters White Oak Francs	Red Oak Francs
December, 1924	5.0	650	575
December, 1925	3.7	...	...
May, 1926	3.1	700	600
December, 1926	3.9	800	700
December, 1927	3.9	665	575
December, 1928	3.9	600	500

Cooperage in Great Britain

Trade Commissioner E. A. Selfridge, London, England, in a recent report to the Department of Commerce on the lumber trade of Great Britain, included the following information concerning conditions in the cooperage trade for the forepart of 1929 from January 1st to June 30th:

"*Demand.*—Brewing: The demand has been quite steady, and the coopers have been kept fairly busy.

"Palm oil: There has been more demand since the first of the year, but palm oil casks are being steadily discarded, owing to palm oil being imported in tank steamers.

"Kerosene: There has been practically no business, and steel containers are used almost exclusively.

"Fish: Last season was very good, and practically every herring barrel stave in the country was used up by the end of the year.

"Cement: There has been quite a good demand. Prices are already on the firm side, and some European contracts for 1930 import have already been placed.

"Glucose: There is a steady demand, but the recent rise in prices of staves has increased the use of second-hand casks wherever possible.

"Flour: The demand has been normal, but cheap flour will likely cause larger quantities to be used.

"Small cooperage has been steady.

"Distilling is quiet and consumption of cooperage stock about 30 per cent less.

"*Stocks.*—Tight staves: European oak, 1,200,000; American oak, 500,000; Swedish spruce, practically nil; American gum, about 5,000 sets, 30 to 36 inches.

"Slack staves: Spruce and pine, practically nil; American gum, four to five carloads.

"Heading: None.

"As compared with last year, stocks of staves of European oak are approximately 20 per cent larger. Those of American oak and gum and of Swedish spruce and pine are normal.

"Consumption should be as large in 1929 as in the past year and will probably be larger.

"The dry chemicals and china clay industries are both flourishing, and the pottery industry is improving."

Russian Staves Preferred in Marseille

E. A. Selfridge, Lumber Trade Commissioner, London

The situation in Marseille is identical with that in Bordeaux and Russian staves dominate the market. Stave for stave, those from Russia are preferred on account of their better quality and the fact that they are wider and thicker, thus permitting a more diversified manipulation. Apparently the chief attraction of the American staves is that they can be secured in specified lengths whereas the Russian staves are only sold on the basis of all lengths manufactured, with no guarantee of any percentage of desired lengths, and while a French buyer may require only the 42-inch and 36-inch lengths—those in most demand—he may not receive over 10 per cent of these lengths in a consignment from Russia, the remaining 90 per cent being of wholly undesirable or little-used shorter lengths. Yet, notwithstanding this objection, the prices at which Russian staves are quoted and allowing for the undesired lengths are, according to the trade, about 25 per cent lower than American staves, and the only reason that American staves are bought at all is that there are some dealers who still decline to purchase random lengths under the Russian practice.

Conditions in Stave Market of Argentina

Reporting from Buenos Aires, Argentina, on conditions in the stave market of that country, Trade Commissioner James G. Burke writes:

"In spite of an unprofitable year in the wine-grape districts, the stave market has held up better than anticipated. This can be accounted for somewhat by the government's emergency action in fixing the minimum price of wine. While the vineyardists and 'bodegueros' or merchants undoubtedly lost money, these losses were limited to such an extent that they were able to buy cooperage. Stave merchants in Buenos Aires report that there are practically no stocks either there or in the provinces and that orders for June and July delivery are entirely satisfactory. It is yet too early to estimate the size of the crop so as to determine the approximate demand for next season's staves."

Naval Stores Advisory Board Formed With Ten Members

A naval stores advisory committee has been organized to confer with the Bureau of Chemistry and Soils, in connection with its work on turpentine and rosin, according to a recent announcement of the United States Department of Agriculture.

Those who have expressed their willingness to serve, are: J. B. Davis, of J. B. Davis & Company, Albany, Ga., producers of gum turpentine and gum rosin; Frank L. Fogarty, of the Wood Chemical Products Company, Jacksonville, Fla., producers of destructively distilled wood turpentine and co-products; H. L. Kayton, of the Carson Naval Stores Company, Savannah, Ga., naval stores factors; J. E. Lockwood, of the Hercules Powder Company, Wilmington, Del., producers of steam distilled wood turpentine and wood rosin; C. L. Morrison, of the Morrison Company, Olustee, Fla., producers of gum turpentine and gum rosin; J. C. Nash, of the Columbia Naval Stores Company, Savannah, Ga., exporters of naval stores; Robt. M. Newton, of the Newton Naval Stores Company, Wiggins, Miss., producers of gum turpentine and gum rosin; C. F. Speh, secretary-manager, Pine Institute of America, Inc.; Thos. J. Taylor, Taylor, Lowenstein & Company, Mobile, Ala., naval stores factors; and H. M. Wilson, of Baldwin-Lewis-Pace Company, Jacksonville, Fla., naval stores factors.

Turpentine Operators to Curtail Production

Turpentine producers, comprising two associations of Florida, Georgia and Alabama, met at the Mason Hotel, Jacksonville, Fla., July 18th, and decided upon a 25 per cent reduction in production and have taken steps toward perfecting a stronger and better functioning organization with a view to bettering their industry and conserving the natural resources of the States in which they live. Upwards of one hundred members of the Suwanee River Turpentine Association and the Alabama-Florida Turpentine Producers' Association took active part in the discussions.

The meeting was presided over by T. A. Graham, Atmore, Ala., president of the Alabama-Florida Association, and under his spirited leadership those in attendance voted for a 25 per cent cut in their production during the coming year, contingent on 90 per cent of all of the producers agreeing to co-operation in the plan, which calls for, first, immediate discontinuance of pulling all high faces; that is, stoppage of taking the gum from trees that have been worked for three years or more; second, discontinuance of all chipping and pulling of all faces on October 1st, for the season 1929, and third, install no cups this winter on trees eight inches and smaller, four feet six inches above the ground. The following committee was appointed to interview the factors in Jacksonville and Savannah in an effort to get their co-operation: Dr. R. P. Ross, Valdosta, Ga.; J. D. Sellers, Panama City, Fla.; S. A. Leonard, Blountstown, Fla.; H. E. Wickersham, DeFuniak Springs, Fla.; and E. A. McCloskey, Lake City, Fla.

A resolution by L. M. Autrey, of Orlando, unfolding his plans for strengthening the organization, received a majority vote and a committee headed by Mr. Autrey was appointed to take action on the resolution.

Approval was expressed of the program suggested by Carl F. Speh, manager of the Pine Institute of America, Jacksonville, for an advertising campaign at a cost of $80,000 annually for the next three years. However, it was deemed inadvisable to bring this further burden on the financially-pressed operators at this time and the matter was held for further consideration at the next meeting.

Southern Cotton Oil Company to Erect Stave Plant

C. T. Smith, general manager in charge of the cooperage department for the Southern Cotton Oil Company, of Savannah, Ga., recently stated that this company had acquired a site in Albany, Ga., and would shortly start the construction of a new plant for the manufacture of staves and headings, the mill to purchase its timber requirements from small sawmill operators in this vicinity. An investment of about $20,000 is contemplated in the new mill, and plans call for its completion in time to start active production about October 1st.

Rubber Cement in Wooden Barrels

Col. B. W. Dunn, of the American Railway Association, 30 Vesey St., New York City, has issued Supplement 15 to his Freight Tariff No. 1, effective August 15, 1929, containing the following:

"Adds paragraph 420, page 45 of tariff 420. Rubber Cement, in addition to containers as prescribed in paragraph 430, may be shipped when packed in metal barrels or drums, specification 5B, or in wooden barrels or kegs, specification 10."

Change in Cuban Consular Regulations Now in Effect

According to information received from the Bureau of Foreign and Domestic Commerce, Department of Commerce, a complete revision in the Cuban consular regulations became effective July 1, 1929. These changes will require Cuban shippers to be duly registered at the local or nearest Cuban Consulate. Special forms of invoices, declarations and certificates will be required. Signed declarations will also be necessary on both commercial and consular invoices. All details, forms, etc., can be secured from the Cuban Consulate or the U. S. Department of Commerce.

Present Conditions and Future Outlook in Barrel Using Industries

There Are No Dull Times in the Chemical Industry This Year

There is no unusual slackening to be noted in the demand for industrial chemicals. The summer months so far have kept up the record of previous months and there is no indication of any let-down in business.

Chemical consuming industries are active. Especially is this true of the rayon industry. This particular trade has expanded very fast and the volume of business coming to chemical concerns from this source continues to increase. The solvent production too is heavy because of the constant call for lacquers from automobile manufacturers.

Withdrawals of chemicals against contracts are steady and stocks in hand are being kept at low levels.

Orders and inquiries for calcium arsenate are enlarging and the market has a decided tendency toward higher prices.

There is considerable activity in soda ash. Shipments are going forward freely and new business is holding up to the mark. Conditions in this particular line may be called very favorable.

The demand for caustic soda is such as to keep the output moving speedily. Labor conditions in the Southern textile field permitted producers to catch up with contracts to a certain extent. Bichromate of soda continues steady, although the present movement of this product may be termed as of a routine character.

There is scarcely a commodity in the chemical field that is not enjoying a good call, and the outlook for the future gives every indication of the present activity continuing in all lines with an increase in the volume of business placed for many products.

Turpentine Market a Little Easy, But Rosin, Tar and Pitch Are in Good Demand

Business in turpentine circles could be better. There is a slowness to be noted in the volume of new business placed. However, deliveries against contracts are moving along fairly well. The tone of the market, nevertheless, is not steady and there has been an easing-off in the prices quoted recently. Exports of spirits of turpentine are ahead of last year for the first six months. From January 1, 1929, to June 30, 1929, the shipments totaled 6,143,834 gallons valued at $3,341,698, compared with 4,479,406 gallons valued at $2,487,746 for the 1928 period. Wood turpentine exports, however, were slightly under 1928, the records showing exports of 433,101 gallons, valued at $211,669 for 1929 as against 574,055 gallons valued at $294,842 for 1928.

In the rosin market better interest is being displayed by domestic consumers, while export shipments continue going forward in good volume. Soap manufacturers and paper makers are making additional inquiries and future prospects for rosin are bright.

Both gum and wood rosin export movements for the first half of this year are ahead of 1928. Gum rosin shipments totaled 588,520 barrels valued at $8,523,799 in comparison with 477,304 barrels valued at $7,262,615 for 1928. Wood rosin shipments amounted to 90,351 barrels valued at $1,244,929 as against 66,235 barrels valued at $872,073 for the same period last year.

There has been very little change in the rosin oil market, but tar and pitch are enjoying a fairly active volume against contracts. These products also show increases in exports for the first six months of 1929. The exports for this year aggregated 14,500 barrels valued at $158,830 compared with 10,298 barrels valued at $105,767 for 1928.

Usual Summer Slackness Very Noticeable in Paint Material Field

The usual summer dullness is on in the paint material field. New business is very slow, yet prices are holding up satisfactorily. The volume of deliveries against contracts is fairly good, and this no doubt has been a factor in the steadiness of quotations.

Producers are not alarmed over present conditions as it is to be expected each year that a slowing-up will be experienced during the summer.

Interest in Barytes exists only with regard to withdrawals against contracts, and the same can be said of other materials such as lithopone and lead pigments. Zinc oxide, however, is dull.

Tendency in Cottonseed Oil Market is on the "Bear" Side—Consumption Volume Continues Fairly Good

Unsettled conditions in cotton due to the weather, is reflected in the cottonseed oil market. Traders in this commodity are centering their attention on cotton, and apparently disregard lard and other competing fats and oils. Rains that were beneficial to cotton as well as other generally favorable weather for growing has produced a bearish outlook in the cottonseed oil market.

Consuming demand has let down although consumption is progressing in good volume. Estimates of oil consumed during July range from 275,000 to 300,000 barrels.

Prices Advance in Linseed Oil Market, But Interest in Future Deliveries Quiet

Advances in seed prices as well as damage done to crops in the Northwest by lack of rain has developed a much strengthened market in linseed oil. Prices have advanced both for prompt and nearby deliveries. The feeling among producers is that prices will experience another increase very shortly.

Nevertheless the interest displayed by consumers, when considering the advances and damage done to crops, cannot be said to be active. Withdrawals against contracts are and have been heavy, but very few inquiries are coming to hand for future deliveries.

Less than carlot movements in the jobbing trade have been active at higher prices.

Improved Conditions in Tallow, Grease and Oleo Stearine

The tallow, grease and oleo stearine markets have taken a decided turn for the better.

Under a good steady call, tallow conditions have improved materially. Leading renderers claim much enlarged sales at better prices and there is a very healthy feeling noticeable throughout the trade.

The steadiness in tallow has had its effect on greases. A firmness is readily apparent in this community with both sales and prices showing strengthening tendencies.

Consumers of oleo stearine are making a fair demand for shipments, although the upward trend of prices has made them a little hesitant about placing orders, feeling no doubt that prices will recede a little.

Animal Oil Market and Demand Varying

The animal oil market is somewhat spotty in demand. Degras is slow with inactive interest. Lard oil is only having a demand for small lots for immediate delivery. Neatsfoot oil is dull with only a routine demand.

On the other hand red oil continues steady due to firmness in basic materials. Oleo oil is having an increased consumer inquiry with prices advanced. There is a better than fair demand for stearic acid and the price market for this product is marked by a strong tone.

Department of Agriculture Estimates Place 1929 Apple Crop at 29,886,000 Barrels

While an increased apple crop is expected in some States, the majority will have fewer apples than last year and for the United States as a whole the crop will show a reduction, says the July 1st report of the United States Department of Agriculture. That agency estimates the commercial crop at 29,886,000 barrels, compared with 35,308,000 barrels in 1928.

	Condition July 1 Per Cent	Estimated Production 1929 Barrels	Production 1928 Barrels
N. England..	66.4	1,671,000	1,479,000
New York ..	51	3,980,000	4,230,000
New Jersey..	50	510,000	746,000
Pennsylvania	39	847,000	1,043,000
Delaware ...	57	372,000	430,000
Maryland ...	52	448,000	442,000
Virginia	51	2,652,000	3,700,000
W. Virginia.	40	980,000	1,470,000
N. Carolina..	44	150,000	250,000
Georgia	38	63,000	117,000
Ohio	26	311,000	549,000
Indiana	47	135,000	176,000
Illinois	48	998,000	1,240,000
Michigan ...	54	1,128,000	929,000
Wisconsin ..	70	129,000	159,000
Minnesota ..	71	37,000	38,000
Iowa	61	93,000	110,000
Missouri	53	563,000	474,000
Nebraska ...	64	88,000	30,000
Kansas	62	327,000	180,000
Kentucky ...	40	66,000	152,000
Tennessee ..	45	54,000	88,000
Oklahoma ...	57	25,000	11,000
Arkansas ...	46	469,000	414,000
Montana	83	110,000	157,000
Colorado	71	795,000	900,000
New Mexico.	64	234,000	169,000
Arizona	70	10,000	8,000
Utah	66	154,000	190,000
Idaho	84	1,384,000	1,500,000
Washington .	70	8,260,000	10,000,000
Oregon	68	1,387,000	1,600,000
California ..	56	1,456,000	2,327,000
U. S.	53.7	29,886,000	35,308,000

Reduced Estimates for 1929 Pear Crop

The pear crop is now estimated by the United States Department of Agriculture at 19,781,000 bushels compared with 23,783,000 bushels last season. The government's latest report as of July 1st reduces somewhat its estimate made June 1st. The first of last month the crop was placed at 20,663,000 bushels.

	Condition July 1 Per Cent	Estimated Production 1929 Bushels	Production 1928 Bushels
N. England..	62.8	152,000	161,000
New York ..	31	1,228,000	1,800,000
New Jersey..	32	429,000	502,000
Pennsylvania	32	307,000	620,000
Delaware ...	68	313,000	108,000
Maryland ...	58	274,000	193,000
Virginia	54	338,000	230,000
W. Virginia..	32	46,000	63,000
N. Carolina..	41	162,000	234,000
S. Carolina..	46	84,000	133,000
Georgia	43	144,000	245,000
Florida	61	49,000	52,000
Ohio	25	150,000	395,000
Indiana	55	248,000	288,000
Illinois	58	657,000	540,000
Michigan ...	36	485,000	819,000
Iowa	45	40,000	47,000
Missouri	50	342,000	171,000
Nebraska ...	60	29,000	12,000
Kansas	61	210,000	51,000
Kentucky ...	55	106,000	116,000
Tennessee ..	52	215,000	255,000
Alabama ...	50	157,000	234,000
Mississippi ..	51	133,000	194,000
Louisiana ...	56	54,000	69,000
Texas	70	491,000	390,000
Oklahoma ..	62	161,000	72,000
Arkansas ...	59	102,000	102,000
Colorado	80	518,000	185,000
New Mexico..	65	58,000	27,000
Arizona	70	15,000	15,000
Utah	63	69,000	87,000
Nevada	37	3,000	6,000
Idaho	60	53,000	72,000
Washington..	58	2,842,000	3,500,000
Oregon	57	1,944,000	2,700,000
California ..	58	7,173,000	9,126,000
U. S.	52.8	19,781,000	23,783,000

Sweet Potato Crop Will be Slightly Smaller This Season

According to the July 1st report of the United States Department of Agriculture, the sweet potato crop will be slightly smaller than last year's. Production for this year is estimated at 77,127,000 bushels compared with 77,661,000 bushels in 1928.

	Condition July 1 Per Cent	Estimated Production 1929 Bushels	Production 1928 Bushels
New Jersey..	85	1,999,000	2,175,000
Delaware ...	86	1,115,000	980,000
Maryland ...	78	1,349,000	1,500,000
Virginia	82	5,771,000	6,336,000
W. Virginia..	81	219,000	204,000
N. Carolina..	79	7,308,000	7,840,000
S. Carolina..	78	4,376,000	4,214,000
Georgia	83	9,877,000	10,234,000
Florida	83	2,888,000	2,464,000
Ohio	84	365,000	360,000
Indiana	82	230,000	232,000
Illinois	79	1,027,000	980,000
Iowa	85	286,000	369,000
Missouri	78	1,188,000	1,155,000
Kansas	80	219,000	260,000
Kentucky ...	83	1,427,000	1,246,000
Tennessee ...	79	3,851,000	3,895,000
Alabama ...	78	6,756,000	6,510,000
Mississippi ..	80	5,869,000	6,050,000
Louisiana ...	77	6,736,000	6,660,000
Texas	75	8,112,000	8,284,000
Oklahoma ..	78	1,778,000	1,780,000
Arkansas ...	76	3,110,000	2,520,000
New Mexico..	90	129,000	119,000
Arizona	90	130,000	142,000
California ..	80	1,012,000	1,152,000
U. S.	79.4	77,127,000	77,661,000

Potato Crop of 1929 Will be About 1,000,000 Bushels Lower Than 1928

Quite a reduction is estimated in the potato crop by the United States Department of Agriculture in its July 1st report. This year's production is placed at 379,290,000 bushels, compared with 462,943,000 bushels in 1928. Most potato States have reduced their acreages and expect a lighter output. Maine, however, is an exception. That State expects more potatoes this year. The condition of the United States crop, July 1st, was 83.3 per cent.

The following table shows condition, estimated production and production last year by States:

	Condition July 1 Per Cent	Estimated Production 1929 Bushels	Production 1928 Bushels
N. England	91.1	49,594,000	46,552,000
Maine	92	41,142,000	37,840,000
New York.	83	30,814,000	32,376,000
New Jersey	82	7,257,000	9,120,000
Penna. ...	82	28,655,000	31,980,000
Delaware .	78	548,000	658,000
Maryland..	81	3,953,000	5,405,000
Virginia ..	85	15,938,000	21,593,000
W. Virginia	78	5,113,000	7,500,000
N. Carolina	86	7,103,000	10,545,000
S. Carolina	82	2,364,000	4,068,000
Georgia ..	85	1,450,000	1,682,000
Florida		2,714,000	3,875,000
Ohio	79	11,471,000	12,054,000
Indiana ...	80	4,840,000	6,649,000
Illinois ...	78	4,914,000	7,700,000
Michigan .	84	30,358,000	35,802,000
Wisconsin .	88	24,478,000	31,970,000
Minnesota .	79	28,059,000	38,940,000
Iowa	85	6,676,000	10,935,000
Missouri ..	69	5,506,000	10,285,000
N. Dakota.	77	11,157,000	14,805,000
S. Dakota.	79	4,645,000	6,030,000
Nebraska..	87	8,014,000	10,080,000
Kansas ...	77	4,905,000	7,560,000
Kentucky..	84	4,410,000	5,985,000
Tennessee .	84	3,170,000	4,085,000
Alabama ..	81	2,185,000	2,812,000
Mississippi.	80	1,131,000	1,330,000
Louisiana..	70	1,939,000	2,870,000
Texas	78	2,516,000	2,691,000
Oklahoma .	76	3,569,000	5,040,000
Arkansas..	82	2,651,000	2,700,000
Montana ..	83	3,330,000	4,255,000
Wyoming ..	82	1,919,000	2,352,000
Colorado ..	82	13,202,000	13,420,000
N. Mexico.	81	122,000	132,000
Arizona ..	85	209,000	222,000
Utah	82	2,370,000	3,312,000
Nevada ...	82	676,000	840,000
Idaho	84	17,392,000	19,720,000
Washington	84	7,938,000	9,045,000
Oregon ...	95	5,135,000	6,240,000
California .	80	4,900,000	7,728,000
U. S. ...	83.1	379,290,000	462,943,000

Apple Crop Conditions in New York and New Hampshire as Reported to "The Packer"

Prospects appear favorable for a good yield of apples in the New York counties west of Rochester which border on Lake Ontario. This is the region of heaviest production in the western New York fruit belt.

A survey of the fruit situation in those counties reveals that Baldwins are likely to produce a good crop, after two years of light yields. The Baldwin is the most important variety grown in that district. Prospects for other varieties are nearly as good. Apples are generally clean, but some orchards are showing scab.

A checkup of the fruit situation in Ontario County shows that weather conditions this spring were unfavorable for a heavy yield. Prospects there are only fair, compared with a good outlook in the western counties.

The apple crop, although free from frost damage, received its greatest blow during the bloom. Cold, rainy weather hindered the activities of bees. As a result, the McIntosh and Greening crops have been reduced. The best orchards show approximately 50 per cent of a full crop of McIntosh and the worst orchards about 25 per cent of a full crop. About the same figures apply to the crop of Rhode Island Greenings.

The outlook for Baldwins and Spies is more promising and in some orchards the fruit may have to be thinned out if good sized, well colored apples are to be picked.

In many orchards apples are showing a large amount of scab and aphis injury. This has been caused chiefly by inability of growers to get out to spray early, due to the wet condition in the orchards. Clean fruit will probably be more scarce in this section than in the counties bordering on the lake.

The pear crop in Ontario County will be unusually light, due partly to the early freezes but mainly to bad weather conditions during the bloom. Bartletts are exceptionally light and the outlook is for only about 25 per cent of a full crop. Seckels and Keifers are slightly better than Bartletts, while the yield of Clapp's Favorites may be nearly normal. Ontario County is one of the leading pear shipping counties in the State.

It is a little early to make an estimate on the grape crop, but the outlook is promising. No extensive injury has been noted in the vineyards of Ontario County.

—

Good Quality Apple Crop in Prospect for New Hampshire This Year

Durham, N. H., July 26th—Early indications point to a crop of high quality apples in New Hampshire this year, according to H. A. Rollins, extension specialist in horticulture at the State University. McIntosh especially are much freer from disease blemishes than the crop of last year.

Most fruit growers in the State have taken better care of their trees this year, and this factor, together with the favorable weather conditions for the control of apple scab, brought the crop through in good condition. Men who neglected to apply their sprays thoroughly or at the right time, however, have scabby fruit.

Various insect pests in general have not been controlled as well as the diseases. Plum curculio has caused the usual amount of damage, and in sections where it has been serious, growers are considering a special poison spray in future seasons ten days after calyx, and the removal of the peach, plum and cherry trees nearby that are harboring the insects.

Aphis, for the most part, have bothered only the tips of the younger trees, and natural parasites have kept them fairly well checked. Although many growers used an oil spray this year many orchards are infested with European red mites.

The next stumbling block for the season, advises Mr. Rollins, is the apple maggot, which, in the past, has damaged seriously McIntosh, Baldwin and Northern Spy. Keeping the early drops picked up safeguards next year's crop to a large extent, he says.—*The Packer.*

Carloadings Set Record for Summer Season

Loading of revenue freight for the week ended July 27th totaled 1,101,061 cars, according to reports made public recently by the car service division of the American Railway Association. This is the first time that loadings have exceeded the 1,100,000 car mark at this season of the year, being an increase of 5,064 cars over the corresponding week in 1926, which marked the previous high loading for this period of the year. It also was an increase of 66,735 cars, compared with the same week last year and an increase of 56,364 cars over the same period in 1927.

Compared with the preceding week this year, the total for the week of July 27th was an increase of 22,366 cars, with increases being reported in the total loading of all commodities.

Grain and grain products loading for the week totaled 70,076 cars, the highest ever reported for this commodity since the week of October 27, 1924, when the loading of grain and grain products reached the peak of 72,516 cars. Compared with the corresponding week last year, it was an increase of 14,771 cars, as well as 11,275 cars over the same period of 1927. In the Western district alone grain and grain products loading totaled 50,884 cars, an increase of 9,280 cars over the same week in 1928.

Ore loading for the week of July 27th amounted to 80,234 cars, the highest week's loading since the week ended August 25, 1926. It was an increase of 17,583 cars over the same week in 1928 and an increase of 15,792 cars compared with the corresponding week two years ago.

Miscellaneous freight loading for the week totaled 425,039 cars, 16,329 cars above the same week last year and 24,244 cars over the corresponding week two years ago.

Livestock loading totaled 24,116 cars, 2,079 cars above the same week last year but a decrease of 2,318 cars under the corresponding week in 1927. In the Western districts alone, livestock loading amounted to 18,400 cars, an increase of 1,882, compared with the same week in 1928.

Loading of merchandise less than carload-lot freight amounted to 257,782 cars, an increase of 2,486 cars above the same week in 1928 and 1,037 cars over the same week two years ago.

Forest products loading totaled 67,737 cars, 2,264 cars above the same week in 1928 but 1,067 cars under the corresponding week in 1927.

All districts reported increases in the total loading of all commodities, compared with the same week in 1928 and also 1927, except the Southern, which reported a decrease compared with the corresponding weeks in the two preceding years.

5,972 "Cooperage" Bulletins Distributed by Department of Commerce

A report from the Superintendent of Documents, Government Printing Office, shows the sale on the Domestic Commerce Series Bulletins, "Packing for Domestic Shipment," as of July 1, 1929, as follows:

No.	Sold	On Hand
10—"Fibre Containers"	7,942	2,058
11—"Cleated Plywood Boxes,"	7,147	2,853
12—"Wire-Bound Boxes"	10,964	4,385
13—"Cooperage and Steel Barrels"	5,972	4,028
14—"Wooden Boxes"	11,533	2,755
15—"Nailed Wooden Crates"..	10,907	3,142
16—"Baling"	5,256	5,750

Tight and Slack Barrels to be Exhibited at National Dairy Exposition

The 23d Annual National Dairy Exposition will be held this year in St. Louis, October 12th to 19th. For the first time since the exposition was started in 1906, it will be held in buildings designed especially for its use, as St. Louis has been selected as the permanent site for the exposition. The cooperage industry has been represented at the exposition on a number of occasions, and it is anticipated that both slack and tight cooperage will be exhibited October 12th to 19th, as a splendid opportunity is thus presented for close contact and the promotion of good-will between the cooperage and dairy industries.

New Canadian Freight Rates Effective

The suspension application by Southeastern shippers and carriers against the new Canadian freight rates on cooperage stock, which were to be effective as of June 15th, has been denied by the Interstate Commerce Commission. The rates, therefore, become effective as of June 15th from Southern producing territory to Canadian points.

The adjustment of these rates was agreed to at a conference in Chicago several months ago, as noted in the JOURNAL. But when the rates were published, Southeastern shippers objected and filed suspension application with the Interstate Commerce Commission which, as stated above, was refused by the Commission.

Purchases Stave Mill

Ben Cook has purchased the stave mill at Kelso, Ark., operated for a number of years by the Barker Bros. Company.

Barrel Company Granted Charter

Northern Barrel & Fence Co., Rice Lake, Wis., has been incorporated with a capital of 200 shares, no par value, to manufacture boxes, barrels and fencing.

Briefs From Barrel Using Industries

The Seymour Cotton Oil Co., Seymour, Texas, has been incorporated with a capital of $150,000 by Lamar Fleming, Jr., and W. D. Anderson, of Houston, Texas.

The new plant of the Dixie Packing Company, Waycross, Ga., has started operations. S. P. Durrance and M. Steenberg have charge of operations.

The Rath Packing Company, Waterloo, Iowa, will erect a $348,000 addition to its plant.

The Paramount Portland Cement Company, 2030 Wiltshire Blvd., Los Angeles, Calif., have awarded contract for the erection of a new plant at Torrence, Calif.

Dewey and Almy, 231 Harvey St., Cambridge, Mass., will erect an addition to its present chemical plant.

Farmers' Gin Co., Sayre, Okla., is considering plans for the erection of cotton mills at Sayre, Jet, and Gollebo, Okla.

Golden Standard Paint Co. Ltd., St. Boniface, Manitoba, Canada, will erect a new paint factory.

C. Pardee Works, Perth Amboy, N. J., will shortly erect an addition to his tile plant on Herbert St., Perth Amboy.

Planters' Cotton Oil Co., Dallas, Texas, incorporated with a capital of $400,000. G. T. Davenport, 510 Cordova St., Dallas, is interested.

Lockney Cotton Oil Co., Lockney, Texas, has increased its capital from $250,000 to $400,000.

Catohoula Syrup Co., Monroe, La., has been incorporated with a capital of $25,000 by W. S. Peck and W. A. Spuyres.

Con. Ferro. Paint and Varnish Co., 118 S. Main Street, St. Louis, Mo., has building permit to erect a new plant and warehouse at 3228 W. Broadway.

Northeast Naval Stores, Wilmington, N. C., a new turpentine producer, will soon start operations.

Texas Milk Products Co., D. B. Short, manager, Mt. Pleasant, Texas, has acquired a site for a powdered milk plant.

Swift & Co., Chicago, Ill., have completed a $500,000 poultry packing, milk products and produce plant at West Point, Miss.

Southern Cotton Oil Co., is erecting an addition to its mill at Sheffield, Ala.

Southern Shrimp Co., Brunswick, Ga., has been incorporated by J. T. Lopez, Jr., and Paul B. Carso.

McKenzie Milk Products Co., Trezevant, Tenn., is erecting a $100,000 addition to its plant.

Stave Company Takes Out Charter

The Leesville Stave Company, Leesville, La., has been granted a charter and has started work of erecting a plant for the manufacture of staves. The capital stock is $20,000 and William L. Brown and Warren O. Ferris are the principal owners.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

POSITION WANTED

WANTED—Position as stave jointer. Address ELGY ROWELL, 501 Gregg St., Houston, Texas.

HELP WANTED

WANTED—Machine Cooper to make barrels on contract on Holmes' Five-in-one-(No. 157) Machine. Address STEPHEN JERRY & CO., INC., 495 Manhattan Ave., Brooklyn, New York.

SECOND-HAND BARRELS FOR SALE

FOR SALE—Drum Plugs, new. All sizes for sale cheap.
MARYLAND COOPERAGE & STEEL DRUM CO.
4416 O'Donnell St., Baltimore, Maryland

SECOND-HAND BARRELS WANTED

WANTED—Light alcohol drums, 55 gallon, good shape and not rusted inside or outside. Must have tap in head and bung in shell. Also can use a few cars of Galvanized Hoop 200-lb. pork barrels. Quote best prices f. o. b. Paschall Station (P. R. R.) Philadelphia, in first letter.
McLOUGHLIN BROTHERS
82nd and Eastwick Ave., Philadelphia, Pa.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.
A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—4,000 sets 13⅛-inch MR KD Alabama Pine Heading. Very high grade—can be bought at right figure.
MUEHLHAUSEN COOPERAGE
Matawan, New Jersey

MACHINERY FOR SALE

FOR SALE
ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.
One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.
A. B. HOUTZ & SONS
Elizabeth City, N. C.

MACHINERY FOR SALE

USED and rebuilt machinery for sale. Two Liberty Heading Turners, complete and guaranteed, capacity 12- to 20-inch heads, $75 each. One Whitney 20-inch stave saw, heavy arbor type, drum in excellent condition, but needs new steel, will sell as is for $75, or will have it resteeled at factory at cost. One flat heading or shingle saw with new 38-inch Simmonds saw. This machine is in first-class condition, priced for quick sale, $175.
LIBERTY MACHINE CO.
Liberty, Maine

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY
EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—In the best apple section of the State—Established cooperage and box business. Owner to retire. Wonderful opportunity for a live man. Address "A.L.C.," care of "The National Coopers' Journal," Philadelphia, Pa.

Wooden Barrel Manufacturers' and Dealers' Directory

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT
When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.
Largest Exclusive Coopers' Tool Supply House in the World
THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

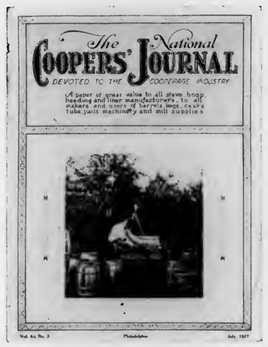
Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack
Staves
Heading
Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

BUYING POWER!



Just as sufficient horse power is necessary to the operation of your plant, so is the complete coverage of the cooperage industry essential to the success of your selling plan.

You can reach the Buying Power of the cooperage industry better and more profitably through the advertising pages of THE JOURNAL than through any other medium—Because THE JOURNAL is "the publication for the cooperage trade," and the Buying Power of the industry is what it offers to every user of its advertising space.

From the viewpoint of reader interest, THE JOURNAL surpasses all others. When you pick up THE JOURNAL you are reading about the cooperage industry—your industry. Every advertising page carries a message to the cooper or stock manufacturer. The reading text is cooperage. The articles are either defending the wooden barrel or urging the cooperage trade to greater business efforts. The reports from cooperage manufacturers tell the trade how business is, and what the future looks like. Information is given as to conditions in barrel using industries. The editorials are cooperage editorials, and are a guide to the cooperage man in the operation of his business. From every angle THE JOURNAL is the cooperage man's paper. It has that intimate touch that ties it closely to the business of the cooperage and cooperage stock manufacturer.

Logically, and actually, THE JOURNAL is the advertising medium for reaching the cooperage trade. No matter what your product is—whether it be cooperage stock, cooperage, machinery, equipment, belting, tools, or supplies, it will take your message direct to the buying power in the cooperage industry with paying results.

According to all indications, there is a period of prosperous business ahead of the cooperage trade. The volume of sales, both for cooperage and cooperage stock, is growing. Better prices are being obtained, and the prospects are the brightest in some years.

Undoubtedly, there is going to be a decided increase in the purchases made by and for the cooperage trade. You can get your full share of this additional buying power by taking advertising representation in THE JOURNAL'S pages.

Let us tell you more about what JOURNAL advertising will do for the good of your business.

THERE'S NO OTHER LIKE IT

The National Coopers' Journal
PHILADELPHIA

Tight Barrel Circled Heading

FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson **Tennessee**

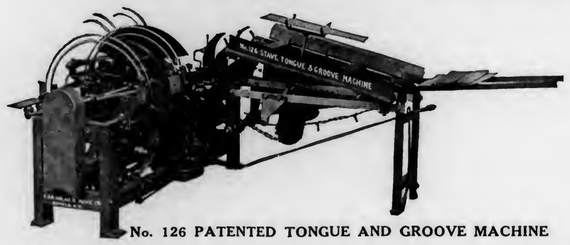
OVER FIFTY YEARS IN THE BUSINESS

The Best Life Insurance For

SLACK BARRELS

is Tongued and Grooved Staves

Buy the Holmes Machine



It Gives Best Results

No. 126 PATENTED TONGUE AND GROOVE MACHINE

E. & B. HOLMES MACHINERY COMPANY
45 CHICAGO STREET BUFFALO, NEW YORK, U. S. A.

FORESTRY LIBRARY

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

FEB 3 1930 FORESTRY LIBRARY

Harvesting the Apple Crop in a Virginia Orchard

Vol. 45, No. 5 Philadelphia September, 1929

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

QUALITY HEADS

ALL SIZES
8″
TO
24″

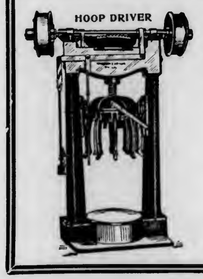
Scientifically Made from Southern Pine
HEADS—HOOPS—STAVES

C. E. MURRAY
DECHERD - - TENNESSEE

Pine Heading a Specialty

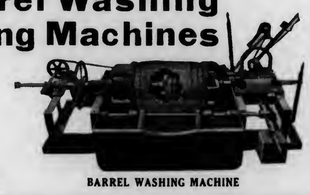
W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.
MANUFACTURERS OF
Yellow Pine Lumber and Timber, Hardwood Lumber, Pine Heading, Veneer, Crates, Lath, Etc.

WEIMAR ENGINEERING WORKS



Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**

SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.


BARREL WASHING MACHINE

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office. Subscription price $2.00 a year—Foreign Subscription $2.50 a year.

J. C. PENNOYER COMPANY

AGENTS LOVEJOY KNIVES

Tight Cooperage Stock

Slack Cooperage Stock

Cooperage Machinery

COMPLETE STOCK MEMPHIS

CHICAGO NEW YORK MEMPHIS

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

Strength and Economy in binding barrels with

American Steel & Wire Company's
WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE,.Miners Bank Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

NATIONAL COOPERAGE COMPANY

Best Container
—the WOODEN BARREL
We manufacture all sizes
—ASK US—
TIGHT COOPERAGE
NATIONAL COOPERAGE & WOODENWARE CO.
PEORIA ILL.
EST. 1864

WOODENWARE

WILLIAM A. WORBOYS COMPANY, INC.
COOPERAGE STOCK
TIGHT AND SLACK
SLACK BARRELS AND KEGS
15 Park Row New York City

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels
All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel Is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

Barrels and Shooks
Cooperage Stock
JERRICO TRADE MARK BARRELS
MANUFACTURERS
495 Manhattan Ave., Brooklyn, N.Y.
STEPHEN JERRY & CO., Inc.

Shop and Yard Views of British Kerosene Barrel Plant
—Courtesy, Bureau of Foreign and Domestic Commerce.

The National Coopers' Journal

Vol. 45 September, 1929 No. 5

IMPORTANT ARTICLES IN THIS ISSUE

Louisiana Farmers Preparing for Greatest Truck Crop of State 7
New Joint Rates Effective September 1st 8
Flour Barrel Business of Buffalo Will Increase With Fall Activities 8
Wants in Cooperage Lines 8
Cooperage Situation in Louisville Materially Improved 9
Editorials 10
August Freight Traffic Heaviest of Year 11
Business Conditions and Crop Yields Favorable to Quebec Cooperage Trade 12
Cooperage Association Activities and News Notes 17
Trade Reports From Here and Abroad 18
Trade Briefs and Conditions in Barrel Using Industries 19
New Jersey Cranberry Crop Estimated at 134,000 Barrels 20
United States Potatoes, 349,112,000 Bushels 21
Commercial Apple Crop Will Total 29,473,000 Barrels 21
Shipping Palm Oil From British Malaya 22
Cooperage Outlook in France 23

C. F. MEYER, President
Saint Louis Cooperage Co.

Why I *am* a *Member* of THE ASSOCIATED COOPERAGE INDUSTRIES

L. F. Horn, Secretary-Treasurer,
The Associated Cooperage Industries of America,
2008 Railway Exchange Building,
St. Louis, Missouri.

Dear Mr. Horn:

Why am I a member of The Associated Cooperage Industries of America?

First of all, let me state that I have always been a strong Association advocate, as you know. The value of Associational working was no doubt born and bred in me, as my father was one of the organizers of the National Cooperage Association, from which eventually sprung the present Associated Cooperage Industries of America.

As to the benefits that can be derived from Associational or co-operative efforts, will say that in my opinion the cooperage industry would not be the industry it is today, if it had not had the different Associations in past years. Furthermore, had our present Association received greater financial support and co-operation from the members of the trade generally, in the years past, the Cooperage Industry would be a much larger one than it is today.

One of the best examples of the benefits of co-operative efforts was very clearly demonstrated a good many years ago when the future of the wooden barrel was very doubtful, due to the efforts of certain organizations to have it barred as a shipping container for certain commodities in interstate transportation. If it had not been for the Associations existing at that time, getting together and proving through tests the strength and holding qualities of wooden barrels, the efforts of the outsiders would have been successful, whereas because of our having trade Associations our industry was successful in having the wooden barrel retained.

Everyone knows, of course, that without co-operative effort on the part of our Association and its members, freight rates would have been raised many more times than they have. It was through the activities of the Association's Traffic Department that unjust increases in freight rates were prevented, and in this manner the cooperage industry was enabled to hold down the cost of manufacture, thereby avoiding increased prices to the consumer, and in a great many cases successfully combatting the inroads of substitute containers.

Furthermore, without our Association we would have had a great deal more friction between manufacturers of finished products and the producers of stock, as we would not have had the grade rules which from time to time have been revised, nor would we have had the Arbitration Committees to settle differences between buyers and sellers.

The writer hates to think of what our industry would be today had we not had the opportunity of getting together at Association meetings and discussing the various matters of great importance that have come up during the past years, and he cannot conceive of any manufacturer of cooperage or cooperage material being otherwise than 100 per cent in favor of The Associated Cooperage Industries of America if he is in favor of staying in the cooperage business for any length of time.

Very truly yours,

C. F. MEYER, *President*,
St. Louis Cooperage Company.

By becoming a member of The Associated Cooperage Industries of America, you will not only aid the cause of your industry and of your trade package—the Wooden Barrel—but you will also guarantee the future well-being and success of your own individual business.

Send for membership application NOW. Help build a greater and more profitable Cooperage Industry. The coupon below is for your convenience.

The Associated Cooperage Industries of America,
2008 Railway Exchange Building,
St. Louis, Missouri.

Gentlemen: We want to join with C. F. Meyer and The Associated Cooperage Industries of America in their co-operative efforts to build a greater Cooperage Industry, and to increase the use of the wooden barrel. Send membership application and full particulars at once.

Name.....

Address.....

We manufacture.....

.....

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, September, 1929 | $2.00 PER YEAR VOL. XLV, No. 5

Louisiana Farmers Preparing for Greatest Truck Crop of State

Coopers Should Take Immediate Steps to Secure Container Business of Growers—All Orders Will Be Placed Long Before Winter Vegetables Are Ready for Shipment

All the great produce markets of the country are overstocked with Northern grown vegetables, therefore very little truck is being shipped from this section, and the demand for produce barrels is at its lowest ebb. Farmers, however, are making preparations for the greatest truck crop in the history of the State. Crate and basket people are busy looking after this trade and if the coopers expect to do anything in that line next winter now is the time to look up the business and prepare to handle it. If they wait until the winter vegetables are actually ready for shipment they will find that the package orders have all been placed, and that no barrels are required. It is simply a case of hustle now or lose out.

Shrimp Season Opens With Much Activity

The closed season for shrimp has passed, and now the harvests of the shallow bays and inlets along the Gulf coast are being gathered. A thousand power boats are trawling, the catch is abundant and everybody in the Gulf parishes is happy and prosperous. The shrimp canneries, of course, are busy, and take a large portion of the catch, but the drying platforms are also busy handling the surplus.

Shrimp are boiled in salt water by the boatload, and are then spread out upon the great platforms where they are soon dried by the wind and sun, the meat is cleared from the shells by simple machines and the goods are ready for shipment. The demand for shrimp is always greater than the supply. The world eats all the shrimp it can get, then passes its plate for more. Shrimp from Louisiana waters are shipped to every country on the globe, including China and Japan, and these shipments usually go in the best tongued and grooved slack barrels obtainable. The carton, however, is coming into use for the domestic retail trade.

A great many domestic consumers of shrimp have the good taste to prefer fresh shrimp to the canned or dried variety, and so a great many freshly caught shrimp are packed in cheap No. 2 barrels, well iced and shipped in their natural state. The number of barrels used in this business is not great, but it is good to have these small orders coming in steadily during the dull season.

Barrels are the Containers for Louisiana Fish

Fish are abundant, and often come to our local markets in barrels, any old barrel being used for this purpose. After the local markets are supplied there is now a good supply for shipment to other centers.

It is said that along the Atlantic seaboard fish are often shipped in bulk carlots, without other containers than the car itself, but that method is not in vogue along the Gulf. With us fish are usually barreled for shipment, and should always be so packed, for the barrel is the only container suitable for fish, but the box salesmen are always on the job, and so the box is now competing with the barrel for this trade.

Commercial Oyster Season Will Open Soon

Along the Gulf coast oysters are eaten all the year round, regardless of the letter "r," but the commercial oyster fisheries are not really started yet, and it will be another month before there is much demand for No. 2 barrels for the shipment of oysters in the shell.

Sugar Refineries are Using More Wooden Barrels

The big refineries have been using a good many sugar barrels lately, and the dealers in used barrels are well supplied with emptied sugar barrels, which they are holding for the demand which is expected to come very soon.

Mills Preparing for a Record-breaking Sugar Crop

All the cane grinding mills in the State are now the scenes of great activity in preparation for a record sugar crop. It seemed that these mills would never be able to handle the vast amount of cane grown this season, but the simple remedy has been found of opening the grinding season a little earlier than usual and continuing it a little longer, so that it is not likely that the planters will have more money, for cane is money here, than they can use. Indications are that New Orleans coopers will go after the barrel business of the country mills, and will get as much of it as they can handle, perhaps more of it than they can handle advantageously, but how about the sugar mills that are not in easy reach of the city? Will they, as they used to do, buy stock and make barrels, or will they take substitute packages? That is a question for the cooperage stock men to decide. It is up to them.

Where are the Cement Barrels in the U. S. A.?

From the illustration in the August issue of the JOURNAL, showing a truckload of British cement in barrels, it would seem that the British makers of cement are far in advance of their American competitors, for it has been a long time since that many cement barrels have been seen here. The only barrels in evidence where construction work is being done are lime containers, the cement coming in bags, to the loss of the producers and the inconvenience of the users.

Cooper Must be on His Toes to Hold Business of Cottonseed Oil Industry

Work among the cotton oil mills in this section has been slack lately, some of them having been closed down for repairs and overhauling in preparation for the great flood of cotton seed that comes in after each picking season, and so have called for but few barrels lately. That condition will soon be changed, for new seed is coming in. In a short time the business will be at its most active stage, and the long drawn out struggle between various kinds of packages for supremacy in the cottonseed products trade will be resumed with new vigor, with the barrel a little ahead, and the tin can following as a close second. The barrel is expected to win, but not if the cooper relaxes his vigilance for a moment.

The Cooperage Hamper—A Better Protection for Peaches

Peaches are coming to this market in baskets that hold a bushel, more or less, and which are really masterpieces. They certainly cost more than the cooperage apple hamper, and the only trouble with them is that they lack the solid strength of the cooperage package, and often suffer in transit where the tub would be perfectly safe.

Louisiana's Achievements in Reforestation

Louisiana is proud of her achievements in reforestation, and her lumbermen had

been counting on a perpetual supply of timber but discovered that there was a flaw in their calculations. The work of reforestation had been begun too late, and the last of our present stand of timber would be used before the first of the new crop had attained a merchantable size. This was a situation not to be tolerated, and arrangements were at once made for a supply of timber from another source to eke out the present holdings until the new crop was ready for the saw.

The Finkbine Company, of D'Lo, Miss., tried the experiment of bringing California redwood timber to this State through the Panama Canal, found that it was both practical and profitable, and was bought out by the Great Southern Lumber Co., of Bogalusa, La. This vast concern owns a billion feet of redwood stumpage, and proposes to supply its Louisiana mills with from fifty to one hundred million feet of this California timber per annum.

The first shipment brought in by the Great Southern consisted of about three-quarters of a million feet of redwood cants, or flitches, and there is now a fleet of five vessels in operation, with a cargo arriving every two weeks.

The working on a large scale of California timber in Louisiana mills is one of the miracles of modern industry that is highly appreciated. All the wood used in the construction of the new theatre in Bogalusa is redwood, and in New Orleans a house built of redwood is something to be proud of, a claim to distinction.

This new development in the lumber business is a help to the cooperage industries, for the more redwood timber that is used for building, the more of other woods will be left for staves, hoops and headings. None of this California timber has been made into cooperage stock here, but Douglas and redwood staves are on the New Orleans markets, and there is no reason why they should not be made in this State. At the same time inquiries are being received here from the Pacific coast for native Louisiana woods.

New Joint Rates Effective September 1st

Announcement is made by the Southern Hardwood Traffic Association, Memphis, that the new joint net rates on rough material from points on the Gulf, Mobile & Northern Railroad to Memphis and reshipment on the Frisco Railroad became effective on September 1. The new rates will apply on rough lumber, rough handle blanks or squares, staves, heading, flitches, wooden billets, wooden bolts and logs, carloads, according to the announcement.

Cooperage Company Incorporated

The Scoley Cooperage Company has filed articles of incorporation at Chicago and will do a general cooperage manufacturing and distributing business.

Flour Barrel Business of Buffalo Will Increase With Fall Activities

The flour barrel trade is on a little less active scale than a month ago, but the summer business has been pretty good at the cooperage shops and is generally reported to have been larger than last year. The fall season is expected to bring an improvement in the trade, though if wheat and flour prices go to a very high level, as some feel is warranted by the shortage of Canadian wheat this year, it may curtail the use of bread and flour and thus hurt the coopers.

Dry Weather Has Hurt New York Apple Crop

The apple crop has turned out a light one so far this year, owing to the dry weather and the development of the aphis during the summer following a wet spring, which made it difficult to spray the trees. The June drop was heavy and it extended into much of July. Early Duchess apples from Virginia were quoted at $1.75 per bushel, against 50 cents a year ago. This variety is now quoted at $7 to $8 a barrel in the Buffalo market, which is too high a price to stimulate any general apple demand.

New York Apple Growers Tour Shenandoah Valley Districts

The three-day trip of western New York apple growers to the Shenandoah-Cumberland region on August 6th to 9th was participated in by a large number who had a very interesting and profitable visit. The Virginia State Horticultural Society, the Virginia Polytechnic Institute, Governor Harry F. Byrd and the Berkeley County-West Virginia Fruit Growers' Association, as well as other agencies, co-operated to make the trip a success. Many points of scenic and historic interest were visited in addition to the apple orchards. The great apple-growing region, known as the chief home of the barreled apple, was alone well worth visiting. The inspection party numbered 450.

Three conclusions were reached as the result of the trip, according to L. B. Skeffington, a newspaperman accompanying the party. These points are:

First, that this region is going to be an increasingly important competitor in the barreled apple industry.

Second, that Virginia and adjoining States do nothing that cannot be done in western New York, if there is the will to do it.

Third, that the apple crop of this region is marketed in volume that puts New York growers with their small individual packs at a decided disadvantage in selling apples.

Purchase Plant to Manufacture Grape Juice

The sales committee of the Chautauqua & Erie Grape Growers' Co-operative Association has announced the purchase of the old Ryckman wine cellars at Brocton, N. Y. The building will be used for the manufacture of grape juice. The plant is one of the oldest in the grape belt and has valuable facilities for manufacturing. This includes boilers, engines, presses and pumps and other equipment.

Vinegar Plant Destroyed by Fire

A vinegar plant at Gates, N. Y., owned by J. J. Fishbaugh, and a dwelling adjoining were burned on August 11th, with loss of $7,000. Nearly 200 barrels of finished vinegar, a quantity of sweet grape juice and 500 empty barrels were burned.

Canada Will Consume More Apples

The per capita consumption of apples in Canada is low, according to Fruit Commissioner C. E. McIntosh, of the Department of Trade and Commerce, Ottawa. He attributes this state of affairs partly to the importation of grapefruit and bananas, but he says there is a general tendency throughout the Dominion toward the return of the apple as a food. Of the apples produced commercially in Canada approximately 30 per cent are exported.

There certainly ought to be more apples consumed in Canada from now on, as the result of the holding of the International Apple Shippers' Convention in Toronto last month and the move started to revive National Apple Week. The Ontario Fruit Growers' Association, assisted by the Provincial Government, is putting on a campaign to boost apples in the British market.

WANTS IN COOPERAGE LINES

A firm in Marseilles, France, desires to obtain agency for American oak staves. Address No. 40105, Bureau of Foreign and Domestic Commerce, 20 S. 15th Street, Philadelphia, or Washington, D. C.

A firm in Johannesburg, South Africa, is in the market to purchase paint kegs. Address No. 39999, Bureau of Foreign and Domestic Commerce, 20 S. 15th Street, Philadelphia, or Washington, D. C.

A firm in Port of Spain, Trinidad, is in the market to obtain agency for American-made rum casks and puncheons. Address No. 40796, Bureau of Foreign and Domestic Commerce, 120 S. 15th St., Philadelphia, or Washington, D. C.

McLoughlin Brothers, 82nd and Eastwick Avenue, Philadelphia, Pa., is in the market for light alcohol drums, 55-gallon, good shape and not rusted inside or outside. Must have tap in head and bung in shell. Also can use a few cars of galvanized hoop, 200-lb. pork barrels. Quote best prices f.o.b. Paschall Station, (P.R.R.) Phila., in first letter.

Cooperage Situation in Louisville Materially Improved

All Indications Point to a Very Active Period During Next Two Months—Kraut Packers Look for Busy Season

Business is much better in Louisville and the outlook has shown material improvement over last month. There is a heavier demand noticeable, more numerous inquiries and larger production of both kegs and barrels. Present conditions warrant the belief that the next sixty days will be active.

Cucumber Crop is Short

It is claimed that the pickle or small cucumber crop is almost a failure this year, being only 20 to 25 per cent normal in some of the large producing sections. Of course that means reduced demand for tight cooperage from that source. The apple crop is small, and there will not be much cheap stuff crushed for cider or vinegar. Grain vinegar will be used instead, and, of course, the cooper will not suffer a total loss of business.

Kraut Packers Should Have Busy Season

Cabbage, which for a time was scarce and a trifle high, has slumped fast to levels where the kraut packers should be fairly busy for some time, reports indicating large crops of cabbage in New York State.

"Home Brew" Order of Prohibition Commissioner May Increase Barrel and Keg Demand

Recent announcement of Prohibition Commissioner Doran to the effect that he didn't wish prohibition agents to meddle with citizens in the matter of home production of fruit juices, such as cider, grape juice, etc., for private consumption "where not intoxicating," and giving orders that buyers of grapes, etc., were not to be followed, raided, etc., has been taken to mean that there will be material increase in consumption of grapes, etc., and, of course, in kegs and barrels. Many people who have been afraid to crush grapes, will probably feel safe in doing so under Commissioner Doran's ruling.

Distillers Awaiting Orders for Medicinal Whiskey

Although distillers expect that permits for production of the 2,000,000 gallon supply of medicinal whiskey to be produced this winter will be issued in mid-September, it may be later. Distillers contend that it will take them about ninety days after receiving permits to get plants in order, malt, grain, cooperage, and other supplies in hand, and be ready to run.

It is understood that there may be 25,000 to 30,000 barrels of the necessary 40,000 barrels produced in Kentucky; and most of this production will probably be in Louisville. The Brown Foreman Co., and American Medicinal Spirits Corporation, or Wathen interests, as the latter is better known, have asked for permits.

The distilleries will be unable to start producing whiskey for several months. If they get permits in September, orders will be placed at once for the necessary bourbon cooperage stock, which will mean a scouring of the markets for such white oak stave and heading stock. A total of 2,000,000 gallons means 40,000 barrels. Figuring 20 staves, 4½ inches wide, an inch thick and full length to each barrel, it means 800,000 first class, or net staves, after all culling. This means the production of about 4½ million staves to get the necessary quantity, and the rejected stuff will then have to be cut down for oil or other use. It also means 40,000 sets, or 80,000 complete, perfect, circled heads.

Cottonseed Oil Refiners Will Soon Need Barrels

Cotton harvesting is well under way in the Far South, and considerable cotton has been ginned, and seed crushed. Eventually crushers or refiners will be needing barrels. It has not been felt in Louisville territory yet. There is one crushing plant and one refining plant in Louisville.

Drought Affects Tobacco Crop

The tobacco crop is the poorest prospect in years, due to drought, despite a 20 per cent increase in acreage. Production of tobacco hogsheads will be correspondingly light this fall.

News Notes From Louisville

J. N. White, Louisville Cooperage Co., reports that business is much better and that the plant at Louisville is fairly busy on kegs and barrels. In Louisiana, where the company has been operating stave and heading mills at capacity, there has been a let-up, due to cotton planters needing labor, leaving the company short handed until cotton is out of the fields. The plants in the Sunbright, Tenn., district have been operating on a good schedule, favored by good weather.

The Louisville Cooperage Company has employed the services of E. K. Lyder as sales manager. Mr. Lyder was formerly connected with the Chelsea Cooperage Co., Chelsea, Mass.

The Jones Dabney Co., varnish and lacquer manufacturers of Louisville, have just completed a new lacquer plant, and moved the lacquer division of the business from its general production building to the new quarters, which are close by. This gives the company triple its old lacquer capacity and much more space for varnish and enamel. A branch lacquer plant is operated in Detroit.

The Kentucky Color & Chemical Co. a year or more ago purchased property at Kearny, N. J., with plans for eventually putting in a branch plant there. However, Robert Bonnie reported that it may be two or three years before anything will be done there, if then.

The Louisville Cotton Oil Mills, at Louisville, division of the National Cottonseed Products Corporation, of Memphis, Tenn., and Dixie Cotton Oil Mill Co., at Memphis, Tenn., have been sold to the Buckeye Cotton Oil Mill Co., a subsidiary of the Cincinnati house of Procter & Gamble, the deal becoming effective on August 22. The Louisville plant was erected in 1908, and is a two-story brick and concrete building on a five-acre tract. It was known as the Cottonseed Products Co. until 1924.

Forest Service's Handy Reference Tables Show Strength of North American Woods

Handy reference tables showing the strength of 129 different species of woods growing in the United States have just been issued by the Forest Service, United States Department of Agriculture.

The term "strength" as applied to wood may have a variety of meanings, depending on the use to which the wood is to be put, says the Forest Service. In these tables, the mechanical properties include strength in bending, strength in compression parallel to grain and perpendicular to grain, stiffness, hardness, shock-resisting ability, and shearing strength parallel to grain. The weight per cubic foot, specific gravity (oven dry), and shrinkage from green to oven-dry condition also are given. All the commercially important hardwoods and conifers are included.

The tables, compiled by H. S. Betts, Senior Engineer, are based on approximately 130,000 tests conducted by the Forest Products Laboratory of the Forest Service, Madison, Wisconsin, over a period of some 15 years. They can be used to compare the properties of the different woods, to select woods for particular uses, and to establish approximate working stresses.

The tables have been published in booklet form as Miscellaneous Publication 46-M, "The Strength of North American Woods." Copies may be procured free, while the supply lasts, from the Office of Information, U. S. Department of Agriculture, Washington, D. C.

Sauer Cooperage Company, Wyandotte, Mich., Occupies New Office Headquarters

The Sauer Cooperage Company, Wyandotte, Mich., manufacturers of slack barrels and kegs, whose plant was recently destroyed by fire have moved their office headquarters to 2124 Dime Savings Bank Building, Detroit.

ESTABLISHED 1886

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

"WHO'S WHO" IN THE COOPERAGE INDUSTRY

E. J. KAHN, President
National Cooperage & Woodenware Co., Peoria, Ill.
Former President, The Associated Cooperage Industries of America

Undivided in Support and Active in Trade Extension the Cooperage Industry Would be Undefeatable

IN a recent talk before the Interstate Merchants' Association in Chicago, on the subject of the Chain Store vs. the Independent Merchants, Dr. Julius Klein, Assistant Secretary of Commerce, said: "It seems to be more or less indoor sport these days to jeer contemptuously at the small storekeepers and say, 'Lo, the poor retailer, the lowest form of commercial life'."

And so, in like manner, might Dr. Klein or any one else conversant with the existing attitude, falsely taken, speak regarding the wooden barrel, since this erroneous and business-destroying attitude is to be found not only outside of the cooperage industry but within our very ranks. Paraphrasing Dr. Klein: "Lo, the poor wooden barrel, it's rapidly going out of existence"—may be diverting "indoor sport" but it's absolutely untrue as to fact or substance. To use the vernacular of the day it's plain "hooey." (The wooden barrel is not going out of existence, nor will it ever become non-existent so long as shipping containers are used.) Of course, it has lost prestige and business in many container-using industries, and there's no doubt but that it stands to lose more unless its producers awaken from their trade lethargy and take steps to prevent such loss; ~~but~~ (there are still millions of barrels used in American industry and these millions can be increased many times over just as soon as the cooperage industry decides to take a hand in protecting their business and trade interests by demonstrating to manufacturers that they have the really great shipping package.)

Of a certainty first-class barrels are essential, but the best made barrel possible will not get the order of itself alone. This is proved by the fact that inferior shipping containers are taking the business away from first-class wooden barrels in industries that were in past years thought to be wedded to the use of cooperage. And why? Because these manufacturers of substitute containers have gotten right out after the business of the package shipping and container trades. They have used every legitimate means of convincing the consumer of the advantages to be gained by the use of their product. They have built efficient sales forces. They have ADVERTISED THEIR PRODUCT. They have joined in the efforts of their trade associations to put across trade extension and publicity campaigns to further the interest of their business.

And in the meantime, what of the wooden barrel? There have been and there are now just two outstanding champions of the wooden barrel: The JOURNAL, and The Associated Cooperage Industries of America. The JOURNAL has for over forty-four years fought the battles of the wooden barrel, both as it concerns its defense against substitutes, and its battle to bring to its own trade the realization of the absolute need for aggressive tactics in obtaining the container business of manufacturing industries.

The JOURNAL has never subscribed to the belief that the wooden barrel can play alongside substitutes, even those made of wood, and retain its full trade integrity and business life, nor do we think such a belief is honestly subscribed to by anyone either inside or outside of the cooperage industry. The wooden barrel is a container that is individual in character and construction, and any other package that is endeavoring to sell itself to consumers who are users of wooden barrels or have used wooden barrels is a competitor of the wooden barrel, and the amount of sales volume such containers obtain from wooden barrel using industries is just so much business lost to the cooperage trade and just so much lost profit to the individual barrel and stock manufacturer.

The Associated Cooperage Industries of America, since its establishment, has also fought the battles of the wooden barrel and extended every possible effort not only to advance the interests of the trade it represents, as well as its members, but also of those who are not members, and with the limited financial support which the cooperage trade, as a whole, has accorded the Association, it has done truly wonderful work on behalf of the wooden barrel and the cooperage trade as an industry.

The cooperage industry must take on new life; it must awaken to the needs of the present day; it must reorganize to meet and dominate the competition that is eating into its sales volume; it must give increased and continued support to the two outstanding organizations that have, and are, giving their all to the cause of the wooden barrel—support of the JOURNAL in the one way it can be given, advertising, a support that guarantees profit returning results to every cooperage and cooperage stock manufacturer; support to the Association by membership enrollment, by financial aid in all its undertakings and by earnest active participation in every endeavor the Association puts forth to better your trade and your business.

These are the only two organizations that can bring back to the cooperage industry permanent prosperity, since these are the only two organizations that have no other allegiance save to the wooden barrel and its welfare, and these are the only two mediums through which the cooperage trade collectively and individually can work to defend, protect and further the cause upon which their business success depends—the cause of the Wooden Barrel.

Present General Business Conditions Forecast Fulfillment of Earlier Predictions of Better Business

BUSINESS generally throughout the United States is good, and with vacations over and workers and executives back on the job, there is no reason to believe otherwise than that the fall and winter months will more than fulfill the early forecasts of better business and more profits.

According to reliable statisticians the industrial output for 1929 should be at least 8 per cent greater than 1928, and the records so far attained make this estimate very conservative.

Commenting on this rapid recovery of business, the *Business Bulletin* of the La Salle Extension University says:

"As a whole, 1928 was a good year because the latter two-thirds of the year was outstandingly good. Yet, May, June, and July of this year averaged one-eighth better in volume of production than the same months of last year.

"Stop and think what an increase of one-eighth means. The factories that were making 8,000 units are now making 9,000 units and with little increase in overhead expense. The average rate of increase in production for several years past has been 3 per cent a year. At present we are working out an output 12½ per cent ahead of last year.

"Industry is not alone in proving that business is good. You have seen last month that agricultural prospects are at least good, though the farmers' prosperity is not yet what it is hoped it may become. Compared with any past period, however, except the years of the war inflation, the farmers' situation is good; especially is that true when it is compared with the depression period from which agriculture is now emerging. The farmers' buying power for 1929 promises to be greater than it was in 1928."

Carloadings have always been a good basis on which to found business estimates, and the records of the American Railway Association show that in the last two months alone carloadings have made records, not only for this year but for the same periods in any preceding year.

Wholesaling and jobbing volume is being maintained and retailing has made some gains. The mercantile agencies find the autumn prospects most encouraging, not only so far as manufacturing is concerned, but also with regard to every branch of American business.

The general betterment that has come to business cannot help but have a much desired effect upon the demand for cooperage and cooperage stock, and that this effect is noticeable is evidenced from reports received by the JOURNAL. R. S. Clark, vice-president of G. I. Frazier Company, Memphis, feels that if the present demand can be accepted as a forerunner, the tight cooperage trade is in for a steady run of profitable business during the fall and winter months.

The same conditions prevail in the slack end of the industry with few exceptions, and with the right kind of effort behind the sales of the wooden barrel with stock manufacturers and coopers co-operating, there is no question but that the latter part of 1929 will bring profits up to a satisfactory figure.

American Railway Association Reports Freight Traffic Heaviest of the Year

Freight traffic is now the heaviest ever reported for this season of the year, according to reports made public recently by the car service division of the American Railway Association.

Loading of revenue freight for the week ended August 24 totaled 1,129,533 cars, which was not only the highest for any week so far this year but the highest for any corresponding week on record.

Compared with the same week last year, this total was an increase of 48,835 cars, while it also was an increase of 20,192 cars over the same week in 1927.

The total for the week of August 24 this year also was an increase of 29,266 cars over the preceding week this year, increases being reported in the loading of all commodities.

Grain and grain products loading for the week totaled 61,740 cars, an increase of 5,560 cars over the corresponding week last year and 898 cars over the same period in 1927. In the western districts alone, grain and grain products loading amounted to 45,934 cars, an increase of 5,434 cars over the same week in 1928.

Ore loading amounted to 75,736 cars, an increase of 9,725 cars over the same week in 1928 and an increase of 11,905 cars compared with the corresponding week two years ago.

Miscellaneous freight loading for the week totaled 444,889 cars, 20,155 cars above the same week last year and 28,091 cars over the corresponding week two years ago, a decided increase over the good business year of 1926.

Coal loading amounted to 177,456 cars, an increase of 4,340 cars over the same week in 1928 but 17,512 cars below the same period in 1927.

Livestock loading totaled 26,172 cars, 781 cars below the same week last year and 4,018 cars under the corresponding week in 1927. In the western districts alone livestock loading amounted to 19,662 cars, a decrease of 352 cars compared with the same week in 1928.

Loading of merchandise less than carload lot freight amounted to 262,038 cars, an increase of 4,749 cars above the same week in 1928 but 606 cars below the same week two years ago.

Forest products loading totaled 69,661 cars, 2,587 cars above the same week in 1928 but 329 cars below the corresponding week in 1927.

Coke loading amounted to 11,841 cars, an increase of 2,500 cars above the corresponding week last year and 1,763 cars over the same week two years ago.

All districts except the central western reported increases in the total loading of all commodities compared with the same week in 1928, while all except the Pocahontas and southern districts showed increases over the same week in 1927. Business is gradually returning to the high mark of two years ago.

Business Conditions and Crop Yields Favorable to Quebec Cooperage Trade

Optimistic Feeling Throughout Industry the Result of Favorable Outlook for General Trade—Flour Mills Are Active—Money for Legitimate Purposes Plentiful

Conditions in the cooperage industry in the Province of Quebec are fairly satisfactory and little complaint is heard in general throughout the trade. Business operations compare very favorably with the corresponding period of last year and are about on a level with the past two months. The outlook is considered good by the majority of the industry. Business conditions in general throughout the province are exceptionally good and most manufacturing establishments are operating at a high rate. Money is fairly plentiful for legitimate business purposes at an average of 6 to 6½ per cent while in some cases a slight shading of this rate has been reported.

Crop Conditions in Quebec Favorable to Cooperage Demand

Crops are reported as generally good, it being slightly early for the apple crop to have an effect on the cooperage industry, but the others which are in the course of being harvested have had a considerable influence on the demand for slack cooperage trade.

Flour Milling Industry Very Active

Flour mills in the province are operating at capacity but this has little effect on the situation as the majority of the companies manufacture barrels in their own plants and only a very small volume of this class of business reaches the trade. The damage to the warehouse of the Western Canada Flour Mills, Limited, by their recent fire has been completely repaired and the destroyed cooperage has been replaced.

Stock Quotations on Par With Last Year's Prices

Cooperage stock supplies are coming forward in a liberal manner and prices are about on a level with those of the same period of last year and are unchanged from the past month's quotations.

Cut Price Situation Unsatisfactory to Coopers

A reduction by one manufacturer in the price of apple barrels has caused considerable comment among the trade, as it may result in a general reduction in order to compete. This angle of the business is proving unsatisfactory as it makes the margin of profit too low. Flour and sugar barrels are unchanged in price. Coopers generally are dissatisfied with the prevailing prices, taking the stand that they are too low to allow a reasonable profit. This is due to the excessive competition which is prevalent in the trade at the present time.

Briefs From the Quebec Cooperage Trade

The local delegates to the International Apple Shippers' Convention recently held in the Royal York Hotel, Toronto, report that the gathering was entirely successful.

Notice of incorporation of the Paxton Cooperage Company, Limited, was contained in a recent issue of the Quebec *Official Gazette*. Authorized capital is $100,000 and the head office and plant will be located in the city of Montreal.

The A. Arshinoff & Son Cooperage Company was also incorporated, notice being contained in the current issue of the Quebec *Official Gazette*. Capital is authorized at $15,000. The plant is to be located in Montreal.

A. Bowen, manager for Esplin & Company, Limited, has just returned from an extended vacation.

Arthur Paxton, Paxton Cooperage Company, spent a short vacation in the New England States.

Cooperage Exports and Imports of Canada

Exports of cooperage from the Dominion of Canada for the fiscal year ended March 31, 1929, were valued at $282,171 as compared with $206,889 in the previous year and $153,418 in the corresponding twelve months of 1927. Exports to the United States had a value of $58,422 as compared with $76,443 in the previous year.

Exports of shooks were valued at $610,580 for the period under review as against $671,069 in 1928 and $729,413 in 1927. The United States received $14,508 as against $20,813 in the previous year and the United Kingdom $41,570 as compared with $53,563 in 1928.

Imports of empty barrels during the period under review amounted to 193,150 valued at $486,835 as compared with 189,305 barrels worth $400,936 and 221,736 barrels valued at $404,522 in 1928 and 1927 respectively. Staves to the value of $848,578 were also imported. This compares with $886,338 in 1928 and $395,998 in 1927. Other cooperage had a value of $330,405, $269,102 and $237,015 in 1929, 1928 and 1927 respectively.

Of the barrel imports 178,828 valued at $372,808 came from the United States, this total being practically the same as in the previous year while 9,614 worth $10,552 came from the United Kingdom. The latter represents a gain of over 50 per cent over the figures for the previous year.

The entire imports of staves in both 1929 and 1928 came from the United States while the other cooperage imports were almost 99 per cent American products, imports from other countries having a value of only $184.

Railroads Propose Change in Transit Rules

Revision of all rules and regulations of the railroads covering the stopping in transit of cars containing carloads of freight either to complete loading or partly to unload is being proposed by the Central Freight Association effective to and from all points in territory.

Among the changes are the following:

(1) To increase the present charge of $6.30 a car to $10.00 per car per stop.

(2) To forbid the substitution of any freight for freight in the car when stopped for partial unloading.

(3) To forbid a stop-off if delivery is to be made to a person or persons other than those named in the bill-of-lading, except under the provisions of the re-consignment tariff. If stop-off is made charges will be based on the rates to and from stop-off point.

(4) In the case where the shipper desires to intercept a car or cars to load or unload, charges for reconsignment will be assessed in addition to the extra stop-off charge. This reconsignment charge is $2.70 per car.

(5) The points at which the cars are to be stopped must be directly intermediate to final destination or else the through rate with stop-off privilege will not apply. Shippers must curtail routing of shipments by circuitous routes in order that a stop-off might be accomplished.

Lumbermen and other shippers have been notified that a hearing on these proposed changes will be held at Chicago.

I. C. C. Suspend New Demurrage Rules Until April 1, 1930

The Interstate Commerce Commission has suspended until April 1, next, pending investigation, the operation of schedules published in Supplement No. 1 to Agent B. T. Jones' tariff, I. C. C. 2192, having to do with proposed changes in national car demurrage rules. For example, it is proposed to change the rules governing notification by carriers of carload freight held at destination by eliminating the exception which provides that notice shall not be sent to consignor or owner when such notice is not desired. It is also proposed to eliminate the exceptions that provide under certain conditions that freight held at destination will not be considered unclaimed.

To Erect Addition to Stave Plant

Louisville Cooperage Co., Louisville, Ky., will erect an addition to its plant at Monroe, Louisiana.

Cooperage Company Building New Plant

Inland Cooperage, Inc., Spokane, Wash., is completing plans for the erection of a new plant to cost $15,000.

APPLE BARREL STOCK

Do not wait until the opening of the apple season to place your orders for Apple Barrel Stock. To do so may result in delayed shipments when the stock is most needed and higher prices.

It will be to your advantage to let us contract your 1929 apple barrel stock requirements right now.

Wineman staves, heading, hoops and liners are a guarantee of sturdy apple barrels that satisfy the most exacting customer. Write or wire to our nearest representative for quotations. You will get real service.

Our Established Responsibility is Your Protection

HENRY WINEMAN, JR.
5 Larned West, Detroit

Sales Representatives:
Lewis Metcalf, Middleport, N. Y., J. F. Wilson, Martinsburg, W. Va., O. A. Rockefeller, Germantown, N. Y., Fred T. Mears, Onancock, Va., M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

CALIFORNIA BARREL CO., INC.
433 California St., San Francisco

QUALITY
SLACK HEADING
FOR
SLACK COOPERAGE
OF
QUALITY

MANUFACTURERS OF
SLACK AND TIGHT
STAVES AND HEADING

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

BARREL MACHINERY

Oram

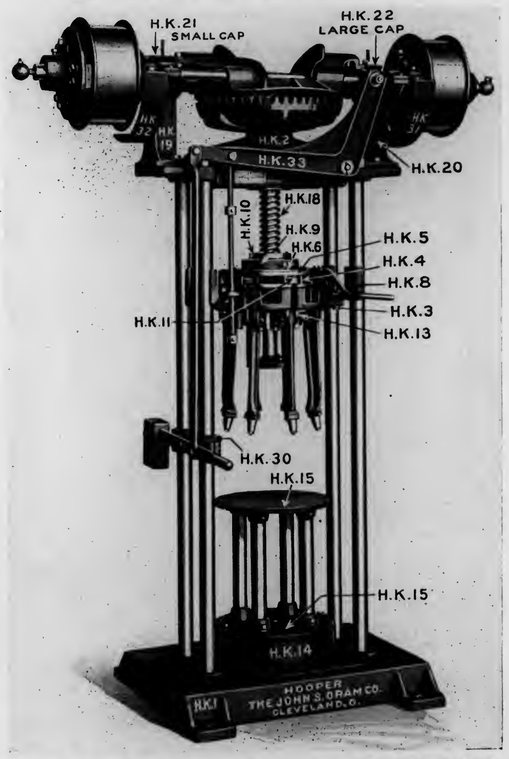
CLEVELAND, O., U.S.A.

ORAM'S

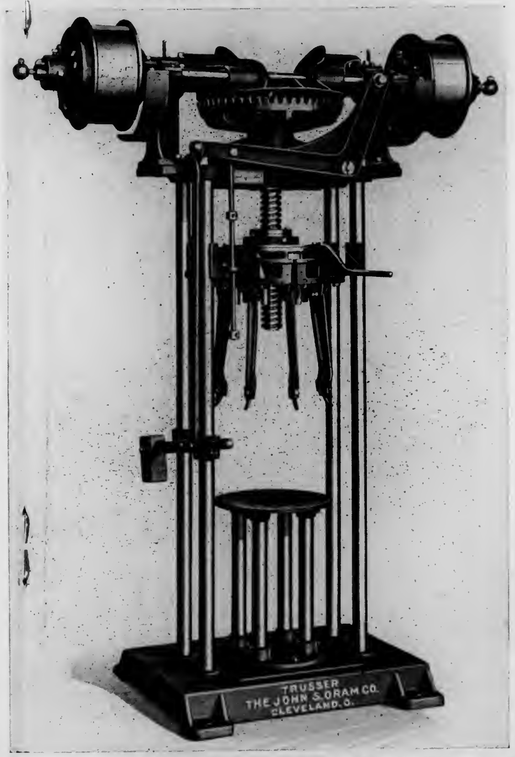
New Small Keg Machines for Packages, One-half-Gallon to Five-Gallon Kegs

LATEST UP-TO-DATE MACHINES

HOOP DRIVING MACHINE

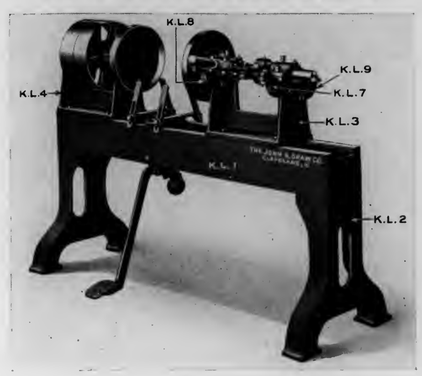


TRUSS-HOOP DRIVING MACHINE



KEG LATHE

Also Can Fit Up With Plane and Rod and Rest

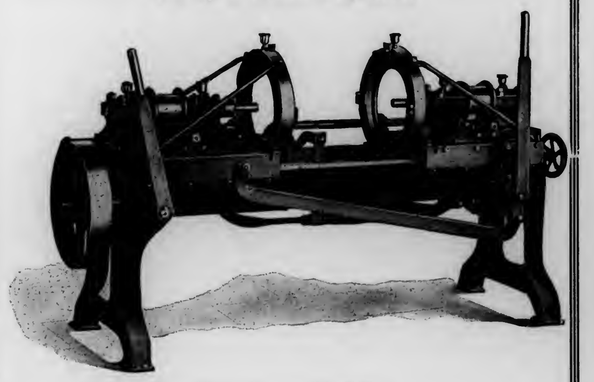


STEEL TRUSS HOOPS

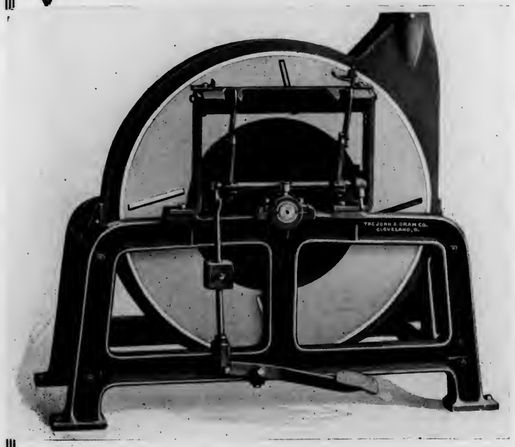
ELECTRIC WELDED—"Made Right"

Outside painted any color, if wanted

KEG CROZER—4-inch Diameter Head to 11-inch Diameter Head and Up to 20-inch Long Staves



STAVE JOINTER—8 Inches Up to 18 Inches



FIFTY-SEVEN YEARS of "Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New

No. 27 Catalog

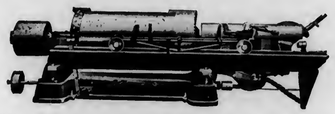
Mailed on Request

108 PAGES

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

SAWYERS LIKE THIS ONE

The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.



26" x 53" SPECIAL STAVE SAWING MACHINE
SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG

THE GERLACH COMPANY
1708 Columbus Road
CLEVELAND OHIO

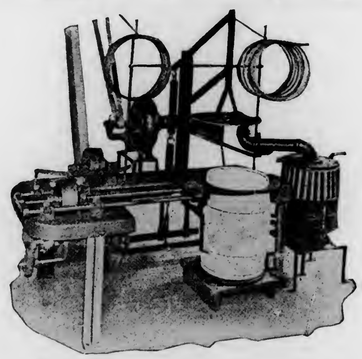
C. M. VAN AKEN COOPERAGE CO.
BUYERS AND SELLERS OF
Staves, Hoops Heading
and
COOPERAGE SUPPLIES
Promptness is our Motto
GOOD STOCK is what we want to buy is what we aim to sell
ADDRESS ALL COMMUNICATIONS
141 Broadway, New York
WASHINGTON LIFE BUILDING

TREVOR
Manufacturing Company
LOCKPORT, N. Y.
The Latest Improved Machinery
for
Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes
Complete plants
from the log to the barrel

Trevor Patent
Jumbo Heading
Sawing Machine

NEW
"TREVOR"
Sixty-Inch
Steel Wheel
Heading
Jointer

Send for
Catalogue
and
Prices



The highest point in machine efficiency is the
"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.
Are You Using a "Perfection?"
MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

Cooperage Association Activities and News Notes

The Associated Cooperage Industries of America Moves Office Headquarters

Announcement has been made that the Association office has been moved from B-20 to 2008 Railway Exchange Building—just around the corner from the old offices, on same floor. It is suggested that the out-of-town members use the office as their headquarters while in the city. Association officers will be glad to see them and render every service possible.

Tight Cooperage Simplified Practice Standing Committee

Manufacturers of Cooperage and Cooperage Stock

R. W. Rush (Chairman of Committee), Allied Barrel Company, Oil City, Pa.

E. J. Kahn, National Cooperage & W. W. Co., Peoria, Ill.

M. L. Sigman, Monticello, Ark.

Fred T. Smith, Wm. H. Coleman Co., Jackson, Tenn.

Distributors

W. H. Heins, Shelley-Heins Cooperage Corp., New York City, has been invited to represent the Distributors.

Users

William P. Mathews, Asst. Manager, General Buying Dept., Procter & Gamble Company, Cincinnati, Ohio.

Albert Pritchard, Purchasing Agent, Coca-Cola Company, Atlanta, Ga.

V. M. O'Shaughnessy, Pres., Industrial Alcohol Inst., care of Rossville Commercial Alcohol Corp., Lawrenceburg, Ind.

C. F. Schobel, Institute of American Meat Packers, Chicago, Ill.

The American Paint and Varnish Manufacturers' Association has been invited to name a representative to serve on committee.

Transportation Companies

Edward Dahill, Chief Engineer, Freight Container Bureau, American Railway Association, New York City.

Manufacturers of Steel Hoops

A. S. Booth, Sharon Steel Hoop Co., Sharon, Pa.

Cooperage Exhibit at International Apple Shippers' Meeting

The week of August 15th, at the Royal York Hotel, Toronto, Canada, the International Apple Shippers' Association held its convention, and the Association had an exhibit of tight and slack cooperage, the former catering to the allied trades of the fruit industry, such as cider, vinegar, etc., the latter to the packing of apples and other fruits. Mr. J. W. Shirrell was in charge. The Cooperage Industry introduced to the fruit growers a new package which it has developed, namely, the cooperage hamper of one-bushel capacity, and authorized under the provisions of the Standard Container Act of 1928. Mr. Shirrell was equipped at the booth to set up these hampers so as to demonstrate the simplicity of the process—skilled labor not necessary.

New Members for the Associated Cooperage Industries of America

Membership applications have been received from the following:

American Steel & Wire Co., Chicago, Ill.

L. D. Johnson & Son, Nashville, Tenn.

Shelley-Heins Cooperage Corp., New York City.

National Dairy Exposition

The 23rd Annual National Dairy Exposition will be held this year in St. Louis, Mo., October 12th to 19th. As this is a splendid opportunity for contact and promotion work by the cooperage people and the dairy industry, it is anticipated that several cooperage firms will have exhibits of both tight and slack cooperage. The headquarters of the exposition in St. Louis are at 511 Locust Street.

Dairy Statistics

The U. S. Department of Agriculture, Bureau of Agricultural Economics, Washington, D. C., has issued Statistical Bulletin No. 25 (Price 35 cents) which is a compilation of dairy statistics for the year ending December 31, 1926, with comparative data for earlier years. This bulletin is interesting to all those in any way connected with the Dairy Industry as showing its extent, and incidentally showing opportunity for expansion of cooperage trade. The industry is increasing every year and along with it is the need for a greater number of containers for packing its products, such as barrels and tubs for condensed and powdered milk, butter, etc.

Federal Trade Commission Approves Trade Practice Rules of Fertilizer Industry

In recent years various industries of the United States have been co-operating with the Federal Trade Commission to eliminate unethical practices which have been detrimental to their business. It is interesting to note three rules which have been adopted by the Fertilizer Industry and approved by the Commission:

"The rules apply to potential violations of law and declare: (1) That the sale of goods below cost for the purpose and with the intent of injuring a competitor and with the effect of lessening competition, is an unfair trade practice; (2) that the granting of secret rebates constitutes an unfair trade practice; and (3) that defamation of a competitor or false disparagement of the grade or quality of his goods is an unfair trade practice." (Domestic Commerce).

The attention of Association members to the above service of the Federal Trade Commission is directed which is available should the Cooperage Industry feel and realize that any unethical practices exist, and wish to eliminate them.

Grape Juice Ruling by Prohibition Commissioner

A tremendous increase in the demand for California juice grapes has been predicted, following the statement issued recently, the National Prohibition Commissioner, James M. Doran, in which he outlined the rights of cider and fruit juice consumers under the Volstead Act. Mr. Doran has instructed dry agents not to interfere with fruit juices in the home unless there is definite evidence of illegal sale. For two years the California Vineyardists' Association has been endeavoring to determine the exact status of grapes and grape products in relation to the National Prohibition Act, and with the statement of Commissioner Doran, consumers everywhere will feel entirely free to purchase grapes for proper use in the home.

Farm Relief Fund

It is interesting to note that the half million dollar fund appropriated in the new Farm Relief Bill passed by Congress a short time ago is available only to cooperative farm associations and members thereof. Individual farmers have no chance to get any of the fund. The whole trend of the act is to encourage organization.

Commerce Yearbook of U. S., 1929

The Commerce Yearbook of the U. S., Volume I, has been issued as of August 5, 1929, and can be obtained for one dollar per copy from the Superintendent of Documents, Washington, D. C., or from any of the branch offices of the Bureau of Foreign and Domestic Commerce.

The Yearbook gives an official survey of developments in all branches of industry and trade in the United States and its outlying territories and possessions for 1928.

Palm Oil Imports of the United States

During the first quarter of 1929 there was exported to the United States 8,945,961 pounds of palm oil from North Sumatra as compared with 6,934,282 pounds for the same period of 1928. (Report of Consul Foote at Medan, Sumatra). Cooperage casks, we understand, carry this oil.

TRADE REPORTS FROM HERE AND ABROAD

The "Dog Days" of August Were Hard on Cooperage Consumption

The cooperage business throughout this locality for the month of August has been on a par with the textile business. A man in that line recently explained that a few years ago the women used to consume five or six yards of material in making a dress and today half a yard of material is too much, so the mills equipped to supply the five or six yards are finding the half yard business is not altogether lucrative. In the cooperage business, consumption has been curtailed in about the same way, only for the month of August the demand has been on about a quarter of a yard basis.

The users of No. 1 and No. 2 standard stock have been running their plants fairly well. Business for August placed by these people has created a bright spot in the horizon of the cooperage manufacturer and dealer, but a large proportion of the August slack cooperage business should come from fruit barrel orders and it is in that line where the shrinkage to the quarter of a yard basis has occurred. Some of the fruit districts have a fair crop and where a fair crop exists the proportion of barrels used is normal. However, the cooperage stock man has known for months that this normal crop was probable, and the barrel maker who could withstand until August the invitations to buy material to provide for this normal crop would be almost super-human. In other fruit sections the crop is decidedly light. Where a light crop exists the farmer is constantly experimenting with boxes, baskets, cartons, etc., with the hope that these out-of-the-ordinary packages would give him a return upon his reduced crop that would net him more than he could get by using standard barrels. Whether or not this result has been accomplished is debatable, but the small crop does give the farmer the time necessary for this special packing and many farmers consider their own time of little value. It is the time of the fellow they hire and pay real money to which means money to them. This explains why a small crop in a locality often reduces the barrel consumption much below its normal proportion.

Cooperage mills throughout the country have been keeping in close touch with the fruit situation. They have been regulating their production, as far as possible, to meet the probable needs; hence, at the present time, there is no particular surplus of fruit barrel material on hand anywhere. This is proven by the fact that while the demand is light, prices are firm. During September and October some fruit barrel orders will be placed and, without a doubt, these will be sufficient to consume any odd cars that may be on hand at any of the mills. If that proves to be true, then there will be no possibility of a few odd cars of cooperage being peddled on the market during November and December at prices below cost of production. No mill wants to do this and it certainly has a demoralizing effect upon the trade.

While the above expressions are more or less general, there is, however, one point that should be emphasized; that is, volume is an essential factor to profit. Small profit with large volume often means satisfactory business, while fair profit with a small volume may mean an actual loss. During the month of August the people in the cooperage business have, to a very large extent, experienced a small volume with a fair profit, so whether their books for the month will be closed, "to balance" or "by balance" is quite debatable. It looks as though the profit for the coming months will be satisfactory and we are hoping for a sufficiently increased volume to make the business a paying one.

C. M. VAN AKEN, *President*,
C. M. Van Aken Cooperage Co.,
New York City.

—

Fall Season Will Bring Improvement to Tight Cooperage Trade

During the past two weeks, judging from the considerable increase in inquiries and sales made, we cannot help but feel that fall business is going to show a marked improvement.

We find no distress stock in the country, and if the demand continues to keep up as it is now the tight cooperage market will be satisfactory for the next several months. For the next sixty to ninety days there will be a let-up in production, due to the gathering of the cotton crop, and, too, in the South there is a tremendous amount of road work and pipe line work going on, which is keeping labor very scarce in a great many sections.

This will have its marked effect on a situation which a great many have considered would be one of over-production.

R. S. CLARKE, *Vice-President*,
G. I. Frazier Co., Memphis.

—

Dry Weather Has Reduced Canadian Apple Crop Yield

The continued dry weather throughout the Province of Ontario has greatly reduced the quantity of apples that will be barreled this season, and it is the writer's opinion, taking into consideration the amount of apples being purchased by the canning companies, that in the final wind-up the packed apples will not exceed the turnout of 1928. Orchards that have not had the best of care have practically dried up, as we have had no rainfall for nearly two months, and even in the best cultivated orchards the fruit is much under size.

There is no change to report in the demand for sugar and flour barrel stock, which is about normal for this season of the year.

Owing to the very light stock that was taken out by the Canadian mills last winter, the stocks at the mills will be materially reduced by the end of the year, and we estimate not more than fifty per cent of last year's carry-over.

W. A. FRASER,
Trenton Cooperage Mills, Ltd.,
Trenton, Ont.

—

Both Tight and Slack Cooperage Have Excellent Outlook in Great Britain

A little slackness in trade is noticeable this month, but this is quite normal, August usually being a quiet month for orders.

Tight cooperages are working quite steadily, though the holiday feeling is about, as can be seen by earlier closing and longer week-ends. The outlook is healthy. Shipments are if anything in excess of the demand. This is usual at this time of the year.

Trade in slack cooperage is on the quiet side, but a good number of orders are in hand. Importers will be busy for the next five or six weeks handling arrivals of Archangel staves. These are wanted, as stocks are very much depleted.

The improvement in general trade is being reflected in the cooperage trade. There is an increased demand for casks for potteries and hardware.

J. C. TINKLER, *Director*,
Tinkler & Webster Ltd., Liverpool, England.

R. L. Muse Lumber and Hoop Co. Purchases Hardwood Plant

Clarendon, Arkansas, September 3, 1929.

Editor, the JOURNAL:

It will no doubt be of interest to the trade to know that we have recently bought the large hardwood mill of the Kennedy Mfg. Company at Clarendon, Ark., and that we are now making some changes, as well as adding a complete set of hoop machinery for the manufacture of coiled elm hoops.

We are also increasing the capacity of the lumber and dimension stock output.

For the present, however, at least, we will retain our main office at Jonesboro, Ark.

Yours very truly,
R. L. Muse Lumber & Hoop Co.
By F. M. KENNEDY.

Sauer Cooperage Company, Wyandotte, Mich., Suffers Fire Loss

Two million gallons of water were used in fighting the fire that recently destroyed the plant of the Sauer Cooperage Company, Wyandotte, Mich. This is equal to the total amount of water used in the city in 24 hours. The company is already working on plans for rebuilding the plant.

Trade Reports and Activities in Barrel Using Industries

Industrial Chemical Trade Will Have Busy Time During Balance of Year

The chemical industry has come through the summer months in fine shape, and the increased demand which the fall season is expected to produce is merely a matter of time. It is a question if there was ever a period when chemical consuming industries, that is, the major consuming industries, were more active than right now. Concerns holding contracts are being asked for renewals much in advance of the date of expiration of old contracts, and every other angle of the trade point to a very busy time ahead for chemical producers.

The only restraining influence that might affect present favorable prospects is tariff tinkering. Of course, what will be done with the tariff is all guesswork—and the industry is going along preparing for heavy business calls during the balance of the year.

Turpentine Recovering Both as to Demand and Price

Turpentine demand made considerable progress over last month. Moreover prices are much firmer, with no prospect of going back to the fluctuating and weak condition of a short time ago.

Activities in the rosin field are favorable to good business. Movements are going forward in good volume, and while prices were a trifle shaky, nevertheless the latest quotations show an increase.

Rosin oil, however, is very quiet. There is only a light demand for immediate needs noticeable with prices unchanged. The same situation prevails in the tar and pitch branch of the naval stores trade.

Cottonseed Oil is Gaining in Demand and Price

The tendency of the cotton market to assume a "bullish" attitude, together with the reports of lower cottonseed oil output has been reflected in the market for the latter product.

Trading in this commodity has increased, and prices have been advanced. This advance has the refiners' support, and they have accepted good quantities of September oil.

There is a belief in the trade that cottonseed oil is due for an upward trend in price. The consumer demand for refined oil is more than fair and recent buying aggregated a fairly heavy volume of sales.

The call for lard compound has also increased and producers are sending out an advance in price.

The oil consumption for August is expected to total from 275,000 to 300,000 barrels, which equals the demand during the previous month and there is every reason to look for a still greater consumption during September.

Fall Outlook for Paint Material Trade is Very Bright

The passing of summer marked much increased interest on the part of paint material buyers. Orders for lead pigments for September delivery are in good volume, and there is a decidedly optimistic tone apparent in the paint material trade. The prospects for painting are very favorable, and the number of orders placed for paints have convinced the material producers that the coming months will be prolific of much heavier order placing.

Lithopone and zinc oxide are receiving considerable attention for fall and winter delivery. There is also an improvement to be noted in the call for dry colors.

From January 1, 1929, to August 1, 1929, the value of construction work contracted in the metropolitan district of New York alone reached a total of $825,467,500, therefore it is not difficult to realize the painting work which is in prospect, and the resultant demand upon manufacturers for paints and paint materials during the months to come.

Tallow and Grease Market Continues Uneventful

Trading in extra tallow is nothing to boast of, as the demand has been limited and confined to small lots. Buyers were practically out of the market during recent weeks, and sellers were willing to sit back and await further developments as the fall season advances.

The grease trade also seems to be marking time. There has been an increase in offerings but buyers have shown very little interest in placing orders.

Oleo stearine contines dull with a trend toward easier buying at favorable prices.

Linseed Oil Consumers Showing Interest in Future Requirements

While a quiet demand for linseed oil was noticeable during the early days of the month, buyers are showing a lively interest in future requirements, and prices have been holding firm.

The recent decline in the Argentine seed market has had little or no effect upon domestic seed, and fluctuations have been scarcely visible.

It is certain that there will be a much increased demand for oil during September and producers are willing to await the growing demand rather than endeavor to rush the buyers by price concessions.

Vegetable Oil Trade Still in the Doldrums

The vegetable oil trade has not as yet gotten over the summer vacations and Labor Day holidays. Trading has been poor, and the market still has the look of the summer apathy to do anything.

In cocoanut oil there is a decided lack of buying interest and the market has fallen off under offerings of the producers and importers.

Crude oil, however, shows some activity and manufacturers are asking higher prices for prompt deliveries. Palm oil is dull with very little demand from buyers. Olive oil foots are being held firmly by a fair volume of orders and prices are unchanged from last reporting.

Animal Oils Have Not Shown Any Material Improvement as Yet

Among animal oils, Degras is having slightly more inquiries, but actual orders and shipments continue on a summer season basis.

Lard oil continues steady under restricted buying, while neatsfoot oil is experiencing a demand that can not be described as good. The volume is small but prices are holding firm.

Oleo oil has increased in demand and the market for this product has strengthened materially. Stearic acid, too, is holding up well, but red oil is decidedly inactive.

1929 Potato Crop of Eastern Shore Brought $13,000,000 to Farmers

Prices ranging from $3.00 to $5.00 per barrel, for the entire crop of white potatoes on the Eastern Shore of Maryland and Virginia were maintained during the 1929 season, recently closed, according to R. E. Keller, of the Federal-State News Service of Pocomoke City, Md. It is estimated that the returns to farmers for the crop amounted to more than $13,000,000. Total carloads from the Eastern Shore of Virginia to the end of July were 17,115 cars as compared with 18,323 cars to the same date in 1928, while the movement from the Eastern Shore of Maryland was 2,180 cars compared with 1,669 cars to the same date of 1928.

The first Eastern Shore shipments opened on June 3d at $4.25 per barrel; because of overlapping with the North Carolina crop prices steadily declined until $3.00 was reached June 30th. However, from June 30th to July 16th, with only Virginia shipping the situation was reversed and prices steadily advanced until the market reached its peak at $5.25 per barrel.

New Jersey Cranberry Crop Estimated at 134,000 Barrels

New Jersey's cranberry crop is estimated at 134,000 barrels or 97 per cent of last year's shipment of 138,000 barrels, according to a survey just completed by the State Department of Agriculture.

Reports from 90 growers, who have approximately one-half the total acreage of the State, expect a crop of 89,877 barrels compared with 92,473 harvested from the bogs last year. These growers reported the condition this year on the average at 60 per cent of normal, which would indicate a crop of 134,000 barrels. The shortage this year is principally on the native Jerseys. Howes are somewhat better than a year ago, while other varieties are practically the same. New Jersey cranberries are harvested between October 1st and January 1st.

Cranberries are only grown extensively in three States, New Jersey, Massachusetts, and Wisconsin, although Washington is increasing its crop yearly. Massachusetts is the only State which grows more cranberries than New Jersey, and reports received from that Commonwealth state that the 1929 crop will be approximately 375,000 barrels or 50,000 barrels more than last year. Delayed spring frosts have reduced Wisconsin's prospects to 70 per cent of last year or about 35,000 barrels.

Certified Seed Potato Acreage Nearly 30 Per Cent Less Than in 1928

Reports from inspection officials in the States and Provinces to the New England Crop Reporting Service shown below indicate that 44,785 acres of potatoes were entered for certification this year compared with 63,367 acres entered last year and 48,299 acres in 1927. All of the States and Provinces have shared this decline in the acreage of potatoes being grown, particularly for seed purposes. The acreage in Maine was reduced 34 per cent, New Hampshire 59 per cent, Vermont 16 per cent, New York 1 per cent, New Brunswick 23 per cent, Nova Scotia 18 per cent and Prince Edward Island 30 per cent.

The variety totals for all of the sections represented show that the acreage of Cobblers has been reduced 38 per cent from last year; Green Mountains 20 per cent and Spaulding Rose 41 per cent. The acreage of Smooth Rurals was increased 41 per cent and Russets 6 per cent. These varieties are important only in New York State. To date, weather conditions have been reasonably favorable to a good yield of certified seed potatoes in most of the States and Provinces.

In Maine the outlook at this time is for good yields on the certified acreage. Last year, of 23,383 acres entered for certification, 16,847 acres passed final inspection. The decrease in acreage entered this year of Cobblers and Spaulding Rose is particularly noticeable.

In Vermont growth is ahead of acreage in most sections. Virus disease conditions, however, are not favorable to a high percentage of the acreage passing for certification but not severe enough to appreciably cut yield. Last year only 635 acres passed for certification out of 1,185 acres entered for that purpose.

Acreage changes in New York have been small. Decreases in the acreage of Cobblers and Green Mountains have been largely offset by increases in the acreage of Smooth Rurals and Russets. In 1928, 1,781 acres passed for certification out of a total of 2,414 acres entered.

For New Brunswick planting was late. The stand, however, was good and the crop is looking well. To August 1, the weather was warm and dry. Out of 3,540 acres entered for certification last year 2,276 acres passed final inspection.

As reported from Nova Scotia, planting was delayed by heavy rains which caused cut seed to be held too long and resulted in many misses. Seed used was probably a little better than usual. Later a protracted period of dry weather checked growth and the outlook now is for a light yield unless copious rains occur soon. In 1928, 405 acres passed inspection out of 639 acres entered in Nova Scotia.

Prince Edward Island with 22,565 acres of potatoes entered for certification this year continues to lead the Northeastern States and Provinces. As compared with 1928 the acreage of Cobblers entered for certification is about one-third less. The acreage of Mountains shows a smaller change in the same direction. Last year 32,083 acres were entered for certification of which 25,886 acres passed final inspection.

Fruit and Vegetable Crops of New York State Hit Hard by Dry Weather

Reports on the potato crop indicated rather light yields, due principally to dry weather during July and August, according to the State-Federal crop report for September, issued from the New York State Department of Agriculture and Markets. Long Island suffered especially, the crop for that area now being estimated at 3,696,000 bushels, compared with 7,132,000 bushels last year. The crop in the rest of the State is estimated at 21,825,000 bushels compared with 25,244,000 last season, making the State totals 25,121,000 this year and 32,376,000 last year. Should September weather be especially favorable, with freedom from frost, there would be a possibility of considerable improvement in up-State sections in central and western New York; on the other hand, early frosts, severe blight attacks or other unfavorable conditions would be detrimental. The potato crop in Maine is estimated at 42,983,000 bushels compared with 39,380,000 last season. Other New England States have somewhat in excess of last year. New Jersey, with 6,078,000 bushels, compares with 9,120,000 last year; Pennsylvania, 23,228,000 and 31,980,000 last year; the three States of Michigan, Wisconsin and Minnesota together, have 71,788,000 bushels compared with 107,712,000 bushels; seven other north central States from Ohio westward to Nebraska and the Dakotas have 44,621,000 bushels in prospect, compared with 68,253,000 bushels a year ago. The potato crop of the entire States is estimated at 349,112,000 bushels compared with 464,483,000 last year, and 382,756,000, the 5-year average.

The dry bean crop, in spite of an increase in acreage, has been cut by dry weather. Early planted beans are already being harvested. Late plantings need considerable time to still mature. The forecast of production in New York is 1,207,000 bushels, compared with 1,160,000 bushels last season and the 5-year average of 1,464,000 bushels. Michigan has 5,523,000 bushels in sight compared with 5,918,000 in 1928, and the average of 6,631,000 bushels. California, Colorado and Idaho have more than last year, and the national total of 17,254,000 bushels compares with 16,621,000 last season and the 5-year average of 17,058,000 bushels.

A further decline took place in the prospects for apples, with a forecast of 17,936,000 bushels, compared with 21,900,000 bushels last year and a 5-year average of 26,695,000 bushels. While there may be a possibility of some improvement in the late apples, early ones are already being picked. Compared with last year, Baldwins and McIntosh make relatively the best showing, while Greenings are very light and Northern Spy are about the same as last year. The Champlain Valley has the best apple prospects, while both western New York and the Hudson Valley are poor. Although their apple crops are below average, northern New England, Michigan and Missouri have crops better than last year. Virginia and West Virginia together have about three-fourths as many as last year, though more than the average of earlier years. Idaho, Washington, Oregon and California all have crops below last year. The United States total of 145,523,000 bushels compares with 185,743,000 last season and the 5-year average of 183,452,000 bushels.

Peaches of which the early varieties are now being harvested in New York also suffered from continued dry weather, with a total crop of 1,530,000 bushels in prospect, compared with 2,400,000 last year and 1,848,000 the average of the preceding five years. New Jersey had a considerably better crop than last year while that of Pennsylvania was less than two-thirds as much.

The pear crop is again light in the East. New York has prospects of only 1,044,000 bushels, of which all varieties are light, with Bartlett and Seckel especially so. Last year the crop was 1,800,000 bushels, while the previous five years averaged 2,021,000 bushels. The Pacific Coast States have smaller pear crops than last season, though about average, giving a national production of 20,056,000 bushels, compared with 24,012,000 bushels last year and an average of 20,211,000 bushels.

Grape production did not suffer so severely from dry weather in New York,

the crop being forecast at 78,854 tons, compared with 85,470 tons last year. Pennsylvania, Ohio and Michigan together have 99,176 tons compared with 124,180 tons last season. California's grape crop of 1,770,000 tons compares with 2,366,000 tons last season.

United States Potato Crop Will Total 349,112,000 Bushels

Conditions to September 1st indicated a United States potato crop totaling 349,112,000 bushels compared with 372,812,000 bushels the outlook a month ago, 464,483,000 bushels the record crop harvested last year and 382,756,000 bushels the average production. This prospect is about 6 per cent less than expected a month ago and 9 per cent less than an average crop. The decline during August was general except in the New England States and a few western States. The present forecast indicates a crop about equal to that of 1926 and the smallest in the past ten years except for the 1925 crop which amounted to only 323,465,000 bushels. Drouth caused New York, Pennsylvania, Michigan, Wisconsin, Minnesota and North Dakota prospects to show decreases during August ranging from one to five million bushels per State.

In New England the potato crop is now expected to total 52,234,000 bushels compared with 49,348,000 bushels expected on August 1st, 48,092,000 bushels harvested last year and 47,253,000 bushels the 5-year average 1923-1927. Moderate rainfall during August enabled potatoes to continue to make a satisfactory growth. The present prospect in New England is for the largest crop since 1914 excepting the crop of 1924. Growers should remember, however, that market prices during the winter are determined largely by the total production in all the late crop States rather than by local production.

The eight major late crop States (Maine, New York, New Jersey, Pennsylvania, Michigan, Wisconsin, Minnesota and North Dakota) expect a crop 25 per cent less than the unusually large crop harvested last year and 14 per cent less than the 5-year average crop in these States. Prospects in this group of States were reduced 9 per cent by unfavorable August weather. The crop in the minor late surplus States (South Dakota, Nebraska, Kansas, Montana, Wyoming, Colorado, Idaho, Washington, Oregon, California, Utah, Nevada) shows a reduction of 3 per cent during August. The crop in these States is 21 per cent less than harvested in 1928 and 6 per cent below the average 1923-1927. In the twenty late surplus States the outlook is for a crop about 7 per cent less than expected a month ago, 24 per cent less than harvested last year and about 11 per cent below average. Prospects in the late deficient States show changes similar to those in the surplus States.

In New York dry weather cut the potato crop very severely on Long Island and throughout the eastern and extreme western parts of the State. The situation is somewhat better in central New York including Steuben and some other western New York counties. In Pennsylvania conditions are reported as the worst since 1911. Many vines are dying which, under normal conditions, would have stayed green for three or four weeks longer, consequently there will be many small potatoes. The Lehigh Valley still expects a very light crop. In some instances growers are reporting almost an entire failure. In Michigan drouth since the middle of July has seriously damaged the potato crop. Early potatoes have returned a rather poor yield. There is still some chance of considerable recovery for most of the crop if ample moisture becomes available early in September.

United States Commercial Apples, 29,473,000 Barrels

The commercial apple crop for the United States as of September 1st shows only a slight decline in prospects during August and is now expected to total 29,473,000 barrels compared with 35,268,000 barrels harvested last year and 32,468,000 barrels the average production of the five years 1923-1927. This prospect is 16 per cent less than harvested last year and about 9 per cent below the 5-year average production. Washington, the leading apple State this year, has only about an average crop. New York second in importance has a commercial crop 16 per cent less than in 1928 with a much larger proportion of the Baldwin and McIntosh varieties. The Virginia crop improved during August and is sizing up better than usual.

The commercial apple crop in New England improved materially during August and is now estimated at 1,800,000 barrels compared with 1,479,000 barrels the light crop of a year ago and 1,921,000 barrels the 5-year average production. This improvement over the prospects a month ago is mostly in Maine and Vermont although slightly larger crops are expected in New Hampshire, Massachusetts and Rhode Island. The outlook in Connecticut did not change during August and is nearly 40 per cent less than harvested last year.

Baldwins are a light crop in most parts of New England but materially heavier than the very light crop of a year ago in Maine. McIntosh prospects are much better than a year ago in nearly all parts of New England. Weather conditions during August were quite favorable to the satisfactory development of the apple crop.

Present conditions in the principal barrel apple States outside New England (New York, Pennsylvania, Virginia, West Virginia, Ohio, Michigan, Illinois and Missouri) forecast a crop 18 per cent less than a year ago and 14 per cent below average. The principal box apple States (Idaho, Washington, Oregon and California) estimate their crop this year at 12,440,000, 19 per cent less than last year and slightly below average.

COMMERCIAL APPLES

Condition and Forecast September 1st

States	Condition September 1st 1929	1928	10-Year Average
Maine	65	42	56
N. H.	57	60	60
Vermont	72	53	57
Mass.	51	56	64
R. Island	60	60	59
Conn.	42	65	61
Total N. E.	57.0	54.0	60.0
New York	39	47	57
Penna.	33	47	54
Illinois	40	49	51
Michigan	44	41	58
Missouri	41	45	46
Virginia	50	60	48
West Va.	50	60	48
Idaho	78	78	71
Wash.	70	84	76
Oregon	65	78	74
Calif.	58	92	73
U. S. Total	47.7	60.1	57.3

States	Production—In Barrels Forecast Sept. 1, 1929	Final 1928	5-Year Average 1923-1927
Maine	675,000	287,000	538,000
N. H.	197,000	205,000	233,000
Vermont	176,000	110,000	153,000
Mass.	546,000	578,000	668,000
R. Island	54,000	48,000	66,000
Conn.	152,000	251,000	263,000
Total N. E.	1,800,000	1,479,000	1,921,000
New York	3,483,000	4,230,000	4,582,000
Penna.	770,000	1,043,000	1,141,000
Illinois	850,000	1,240,000	1,151,000
Michigan	1,052,000	929,000	1,413,000
Missouri	484,000	474,000	599,000
Virginia	3,000,000	3,700,000	2,252,000
West Va.	1,400,000	1,470,000	1,200,000
Idaho	1,310,000	1,500,000	1,340,000
Wash.	8,225,000	10,000,000	8,126,000
Oregon	1,401,000	1,600,000	1,454,000
Calif.	1,508,000	2,287,000	1,657,000
U. S. Total	29,473,000	35,268,000	32,468,000

Vermont Crop Prospects Point to Large Production

In Vermont the outlook for all crops except hay is for larger production totals than those harvested last year.

Vermont commercial apples are rated at 72 per cent of a full crop or 176,000 barrels as compared with 110,000 barrels harvested last year and 153,000 barrels the average crop. All varieties except Baldwins, Duchess, Gravenstein and Delicious indicate larger production than a year ago and all except Baldwins, Northern Spy and Delicious are larger than two years ago. There is expected a very good crop of McIntosh in Vermont. Total apples are estimated at 914,000 bushels or considerably more than last year or the average.

Potatoes in Vermont are now forecast at 3,168,000 bushels compared with 2,982,000

bushels harvested last year and 3,346,000 bushels the recent 5-year average. Weather conditions have been favorable to the crop in most instances although a little too wet in the Champlain Valley.

Maine Crop Prospects Better Than Last Year

August weather conditions were favorable to many Maine crops although in northern sections local showers have caused uneven crop growth, according to a joint report issued by the United States and Maine Departments of Agriculture.

The Maine potato crop is now forecast at 42,983,000 bushels compared with 40,403,000 bushels indicated last month—39,380,000 bushels harvested last year and 36,994,000 bushels the 1923-1927 average. While there has been an abundance of moisture throughout the growing season, to September 1st this year late blight had not become very general; aphis, however, are causing some damage to vines. Production for New England as a whole is placed at 52,234,000 bushels compared with 48,092,000 bushels last year and 47,253,000 bushels the average for the recent five years. In most instances the drouth is proving to be a boon to New England potato yields.

Commercial apples in Maine are forecast at 675,000 barrels, a decided increase over the indications of last month. It compares with 287,000 barrels last year and 538,000 barrels the 5-year average production. Total production this year at 3,250,000 bushels is more than twice the size of the 1928 crop and slightly above the average. As compared with last year and two years ago the indications point to higher production of all varieties except Duchess which shows slightly smaller prospects. Baldwins are above last year's indications by 28 per cent while McIntosh are 84 per cent greater.

Connecticut Tobacco Crop Smaller Than Last Year

In Connecticut September 1st indications point to production smaller than that of last year for all crops except corn, pears and grapes, according to a joint report issued by the United States Department of Agriculture and the Connecticut Department of Agriculture.

The hail damage to tobacco as finally determined by the Connecticut Department of Agriculture, cut earlier expectations about 10,400,000 pounds. The crop is now forecast at 26,208,000 pounds and compares with 29,750,000 pounds harvested last year and 35,612,000 pounds the average 1923-27. The expected production this year consists of 9,044,000 pounds of Havana Seed, 10,324,000 pounds of Broadleaf, 6,512,000 pounds of Shade and 328,000 pounds of Havana Primed. Outside of the hail-cut area growing conditions have been satisfactory.

Potatoes in Connecticut are slightly less than an average crop. Production this year is indicated at 2,064,000 bushels compared with 2,210,000 bushels harvested last year and 2,260,000 bushels the average 1923-1927. In some instances the prolonged dry spell has cut yields somewhat but generally the yield is good. For New England the potato crop is placed at 52,234,000 bushels compared with 49,348,000 bushels expected a month ago, 48,092,000 bushels harvested last year and 47,253,000 bushels the 1923-1927 average. Improvement in conditions in Maine caused the major portion of the increase in the forecast this month.

Commercial apples in Connecticut have a condition of 42 per cent which forecasts a production of 152,000 barrels compared with 251,000 barrels last year and 263,000 barrels the recent 5-year average. Prospects indicate lighter crops than in 1928 of all varieties except Wealthy, McIntosh, Ben Davis and Delicious. As compared with last year's crop peaches are less, but pears and grapes are more.

Sweet Potato Crop Estimated at 75,198,000 Bushels

Sweet potato prospects declined during August as a result of dry weather in a number of the most important States. The September forecast of 75,198,000 bushels is 4 per cent less than the 1928 crop, the September report of the United States Department of Agriculture shows. The outlook is unfavorable in the important shipping States of Virginia, New Jersey and Tennessee and prospects have declined sharply in the large producing States of Texas, Arkansas, Alabama and Mississippi, but in the Carolinas, Georgia and Louisiana the weather has been more favorable and yields are expected to approximate the usual average.

Massachusetts Cash Crop Yields Better Than in 1928

The situation in Massachusetts indicates production larger than last year of all cash crops except apples and peaches, according to a joint report issued by the United States and Massachusetts Departments of Agriculture.

Massachusetts potatoes are forecast at 1,996,000 bushels compared with 1,620,000 bushels harvested last year and 2,431,000 bushels the recent 5-year average. From all indications the prolonged drouth has not hurt potatoes seriously but has done much to control insects and disease injury.

The total Massachusetts apple crop is forecast at 2,550,000 bushels, or slightly less than the 1928 harvest and considerably below the average. Commercial apples are indicated at 546,000 barrels compared with 578,000 barrels last year and 668,000 barrels the average 1923-1927. All varieties except McIntosh show prospects smaller than a year ago but greater than in 1927.

The cranberry crop is estimated at 375,000 barrels compared with 335,000 barrels last year and 380,000 barrels the average. Peaches are less but pears and grapes are more than last year.

Tobacco in Massachusetts is growing under quite favorable conditions. Production is placed at 9,590,000 pounds compared with 9,462,000 pounds last year and 10,707,000 pounds the 1923-1927 average. This year Havana Seed is expected to total 7,826,000 pounds, Broadleaf 434,000 pounds and Shade 1,330,000 pounds. In Connecticut further allowance has been made for hail damage and the crop is estimated at 26,208,000 pounds. This consists of 9,044,000 pounds of Havana Seed, 10,324,000 pounds of Broadleaf, 6,512,000 pounds of Shade and 328,000 pounds of Havana Primed.

Shipping Palm Oil From British Malaya

Vice-Consul W. W. Butterworth, Singapore

Previous to the year 1920 all the palm oil shipped from British Malaya was exported in casks usually made from Douglas fir from the west coast of the United States. These barrels were shipped as staves to Singapore and assembled with the aid of cheap labor. The staves were 33¼ inches long by three-fourths inch thick, with bottoms and covers 20$\frac{7}{16}$ inches in diameter and fifteen-sixteenths inch in thickness, and with eight black steel hoops to be fitted on each barrel. The staves, bottoms, covers, and accessories for 1,000 barrels, packed for export, weighed about 50 tons, and the iron hoops weighed about 5 tons. When assembled it was found necessary to paint the barrels on the inside with hot glue in order to prevent leakage and to minimize the absorption of the oil into the wood. The finished barrel weighed about 60 pounds, and was capable of holding 40 gallons equivalent to approximately 375 pounds of palm oil. The net weight of the oil usually is stamped on the barrel and amounts to about 370 pounds.

Recently a number of vessels have been equipped with special tanks for the transportation of palm oil. Since the oil solidifies in a temperate or frigid climate it has been found necessary to install in the tanks of these ships a system of steel piping through which steam continuously passes, in order to maintain the oil in its original form. Small tank railway cars are used for shipping the palm oil to the seaport.

The inspection of the shipping tanks is a very rigid one. Before a ship is allowed to take on any palm oil in bulk, government inspectors in white clothing and white gloves enter the tank. If any dirt or dust is found to be present the ship is refused the permission of the local authorities to transport this cargo.

The new plant of the Tyler Milk Products Company, Tyler, Texas, is nearing completion. This plant is equipped to produce raw milk, sweet cream butter and powdered milk.

The Reliable Paste Co., 3223-25 Cottage Grove Avenue, Chicago, has started work on a new addition to its plant at 35th Street and Shields Avenue.

The Cooperage Outlook in France

Consul Damon C. Wood, Paris

The French import stave trade has declined by 40 per cent during the past three years, mainly as a result of decreased French wine exports and the short crop of 1927. With a record vintage in 1928 and lower prices for ordinary qualities, the barreled wine trade is more active in 1929 and the demand for tight barrels is increasing.

Imports of oak staves from the United States declined from 20,056 metric tons in 1924 to 8,093 in 1926 and 6,306 metric tons in 1928. The loss of trade by the United States has been due, aside from the lessened demand, to the competition of Soviet Russia. Receipts of oak staves from this source reached 16,795 metric tons in 1926 and were maintained at 16,794 metric tons in 1928. In the first quarter of 1929 the imports from Soviet Russia were 3,817 metric tons as compared with 1,365 tons from the United States.

Current quotations for American white oak claret staves, 42x5 inches, are $440 per 1,000, c.i.f. French port. Prices for Russian staves now coming from Batoum and Caucasia are about 10 per cent under the figures given. It is said that no heading is now being received from the United States.

American staves are harder than those from Russia but it is asserted that they are shipped 80 per cent prime against 100 per cent prime for the Soviet products. The latter come in all lengths while those from the United States are confined to 36- and 42-inch lengths.

The third important furnisher of wine barrel staves for France is Yugoslavia. Imports from this source declined, however, by over 50 per cent to 1,404 metric tons in 1928. The trade is dull at present in view of the fact that the prices quoted are 25 per cent above those for Russian staves.

Only about 10 per cent of the total wine cask staves used in France is of French origin. French oak is not adapted to stave making and there exists a full demand for it from the lumber firms. French attempts to introduce staves made from African woods were unsuccessful.

Slack barrels are used in France for packing cement, metal castings and filings, hardware, and chemical products. They are also used as shipping containers for crockery, glassware, and merchandise of many kinds. Foodstuffs, however, including flour and sugar, are packed in sacks or boxes, and fruits are handled in crates and baskets.

The domestic woods employed for slack barrels are pine, poplar, and chestnut. Higher prices can be obtained for these woods, however, from other industries and the larger part of the slack barrel material is imported, mainly from Russia and Norway. Poplar from Russia has been found very satisfactory and its low price gives it a market advantage. Norwegian pine staves are offered at a slightly higher figure.

Stave Trade of Argentina

Writing from Buenos Aires, Argentina, on the stave trade of that country, Assistant Trade Commissioner James G. Burke says:

In spite of the unfavorable condition of the wine-growing industry in the Provinces of Mendoza and San Juan, stave imports have been heavier than were expected. Although the imports have been smaller than during the first quarter, the situation caused by over production of wine may soon be solved by the intervention of the government in supporting the formation of an association which will include 80 per cent of the growers.

Enlarging Heading Plant

The Kiel Woodenware Co., Mellen, Wis., is enlarging and improving its veneer and heading plant.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

POSITION WANTED

WANTED—Position as stave jointer. Address ELGY ROWELL, 501 Gregg St., Houston, Texas.

WANTED—Position as slack barrel cooper shop working foreman. Prefer northern or northeastern part of Ohio. Address "SLACK," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

SECOND-HAND BARRELS WANTED

WANTED—Light alcohol drums, 55 gallon, good shape and not rusted inside or outside. Must have tap in head and bung in shell. Also can use a few cars of Galvanized Hoop 200-lb. pork barrels. Quote best prices f. o. b. Paschall Station (P. R. R.) Philadelphia, in first letter.

McLOUGHLIN BROTHERS
82nd and Eastwick Ave., Philadelphia, Pa.

SECOND-HAND BARRELS FOR SALE

FOR SALE—Drum Plugs, new. All sizes for sale cheap.

MARYLAND COOPERAGE & STEEL DRUM CO.
4416 O'Donnell St., Baltimore, Maryland

FOR SALE—Several carloads fresh empty oleo and malt barrels. Also several carloads reconditioned drums, washed. Address JOHN M. REISER AND SONS, 620 Portland St., Baltimore, Md.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—4,000 sets 13½-inch MR KD Alabama Pine Heading. Very high grade—can be bought at right figure.

MUEHLHAUSEN COOPERAGE
Matawan, New Jersey

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY

EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—In the best apple section of the State—Established cooperage and box business. Owner to retire. Wonderful opportunity for a live man. Address "A.L.C.," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Kingston, N. Y., tight barrel manufacturing plant. Located 90 miles from New York City on the West Shore Railroad, with private siding. Price $60,000, including all land, buildings, machinery and equipment, together with present good will. Capacity one thousand barrels daily. Now operating partial capacity. For further particulars write PROCTOR BROS. AND COMPANY, Kingston, N. Y.

HELP WANTED

WANTED—Machine Cooper to make barrels on contract on Holmes' Five-in-one-(No. 157) Machine. Address STEPHEN JERRY & CO., INC., 495 Manhattan Ave., Brooklyn, New York.

Wooden Barrel Manufacturers' and Dealers' Directory

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World
THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage — Associated Cooperage Industries — Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. *PHILADELPHIA, PA.*

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED Branch Mills in Tennessee, Mississippi, Alabama

---

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime maule
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Manufacturer of and Dealer in
Slack Staves Heading Hoops
Flour and Fruit Barrels

SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. 16
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. 16
Weimar Engineering Works, Philadelphia, Pa. ..... I. F. C.

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

COOPERS' FLAG

Henning, Inc., E., Chicago, Ill. 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 24
J. C. Pennoyer Co., Chicago, Ill. ..... I. F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. 16
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 24
Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 3
Trevor Manufacturing Co., Lockport, N. Y. 16

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. 16

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 25
Tinkler & Webster, Liverpool, England 25

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio 16
J. C. Pennoyer Co., Chicago, Ill. 3
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 24

NAILS, STAPLES, TACKS, CLEATS, ETC.

Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio 16
Trevor Manufacturing Co., Lockport, N. Y. 16

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Greif Bros. Cooperage Co., Cleveland, Ohio 13
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 25

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 16
Wineman, Jr., Henry, Detroit, Mich. 13

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Greif Bros. Cooperage Co., Cleveland, Ohio 13
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 3
Powell Cooperage Co., Memphis, Tenn. 13
Sheahan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. ..... I. F. C.
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Vail Cooperage Co., Ft. Wayne, Ind. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16
Wineman, Jr., Henry, Detroit, Mich. 13

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio 16
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 3
Trevor Manufacturing Co., Lockport, N. Y. 16

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 3
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 25

TIGHT BARREL MAKERS AND BARREL STOCK

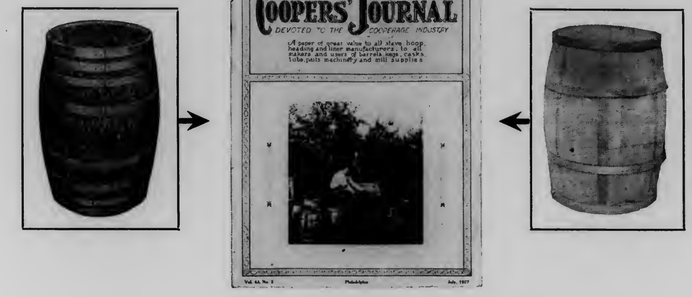
California Barrel Co., San Francisco, Calif. 13
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. ..... I. F. C.
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Welti & Bro., A. M., Cleveland, Ohio 25

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... B. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 3
Sheahan Co., B. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24



There Is No Other Like It!

The Wooden Barrel stands alone in its superiority as a shipping package. It is in a class by itself as—There is no other like it.

The Wooden Barrel being individual and exclusive in its characteristics, so of necessity must the promotion channel for its interests be individual and exclusive—a channel that at all times and under all circumstances holds to a steady, consistent and progressive campaign for the wooden barrel and wooden barrel alone.

The JOURNAL, for nearly forty-five years, has been the wooden barrel's exclusive promotion channel. It is in a class by itself as—There is no other like it.

Founded with the one and only aim of serving the cooperage industry exclusively, the JOURNAL has devoted all its energy and efforts, year in and year out, to furthering the best interests of the wooden barrel; to broadcasting its merits and dependability as a shipping package and to increasing and extending its use and sale throughout all the shipping container using industries.

Specialized Service is what the JOURNAL gives its trade and that is why it is of inestimable value to every cooperage and cooperage stock manufacturer. Its reading pages are cooperage from cover to cover and are the source of all information pertinent, not only to all those directly engaged in the cooperage industry, but to all who are interested in wooden barrels and wooden barrel stock for any purpose or in any quantity.

The JOURNAL's Advertising Pages are the recognized buying guide for cooperage and cooperage stock, cooperage machinery, tools, equipment and supplies.

You, undoubtedly, want your full share of the better business and more profits which the future promises to the cooperage trade. JOURNAL Advertising will accomplish this very thing for you. It will take your sales talk directly to your buying public and in such a way as to win immediate attention with profitable results.

Increase your sales volume and profits by the use of JOURNAL advertising.

THERE IS NO OTHER LIKE IT!

The National Coopers' Journal

PHILADELPHIA

Tight Barrel Circled Heading

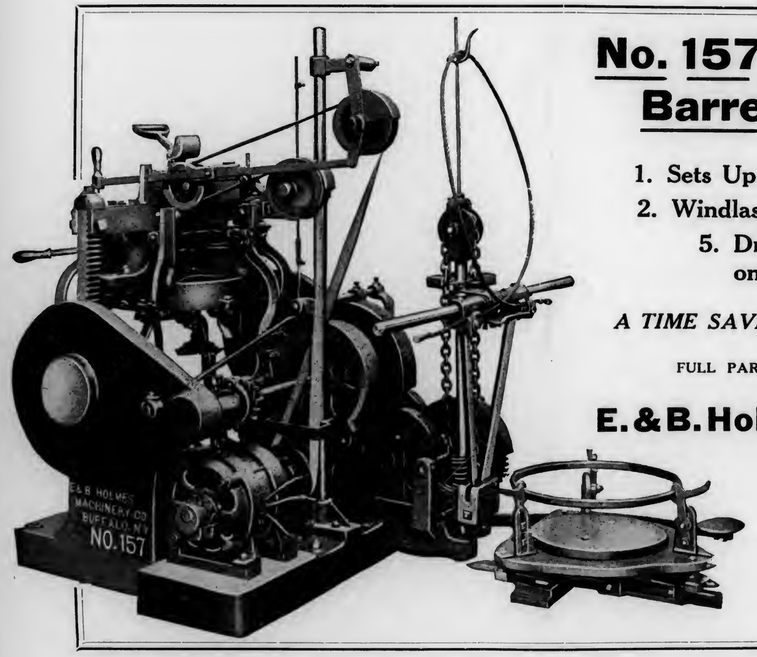
FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson **Tennessee**

OVER FIFTY YEARS IN THE BUSINESS



No. 157 Five-in-One Barrel Machine

1. Sets Up.
2. Windlasses.
3. Trusses.
4. Crozes.
5. Drives the Hoops on Slack Barrels.

A TIME SAVER—A MONEY MAKER

FULL PARTICULARS ON REQUEST

E. & B. Holmes Machinery Company
45 CHICAGO ST.
BUFFALO, N. Y.

FORESTRY LIBRARY

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

UNIVERSITY OF ILLINOIS
FEB 8 1930
FORESTRY DEPT.

Manufacturing Barrels for Belgium Cement

—*Courtesy, Anthon & Sons, Flensburg, Germany.*

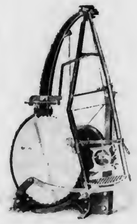
Vol. 45, No. 6 Philadelphia October, 1929

GERLACH MODERN
Stave and Heading Machinery

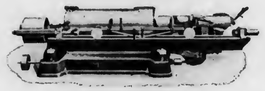
SAWS AND SAW TOOLS

Drag Saws	Stave Crozers
Bolt Equalizers	Heading Saws
Stave Saws	Heading Jointers
Stave Jointers	Heading Turners

Specializing in Complete Plants for Barrels & Kegs



Address:
The Gerlach Co.
1708 COLUMBUS ROAD
CLEVELAND, OHIO



C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading
and
COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York
WASHINGTON LIFE BUILDING

TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery
for

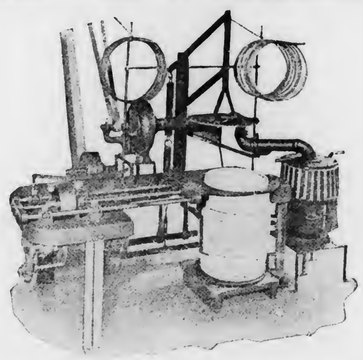
Barrels	Kegs
Staves	Pails
Heading	Drums
Hoops	Cheese Boxes

Complete plants
from the log to the barrel

Trevor Patent
Jumbo Heading
Sawing Machine

NEW "TREVOR"
Sixty-Inch
Steel Wheel
Heading
Jointer

Send for
Catalogue
and
Prices



The highest point in machine efficiency is the
"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

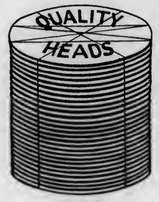
A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

QUALITY HEADS



ALL SIZES
8″
TO
24″

Scientifically Made from Southern Pine
HEADS—HOOPS—STAVES

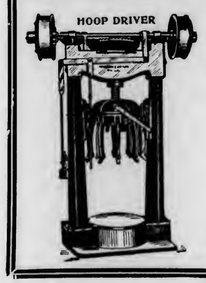
C. E. MURRAY
DECHERD - - TENNESSEE

Pine Heading a Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.

MANUFACTURERS OF

Yellow Pine Lumber and Timber,
Hardwood Lumber, Pine Heading,
Veneer, Crates, Lath, Etc.



WEIMAR ENGINEERING WORKS
Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**

SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office. Subscription price $2.00 a year—Foreign Subscription $2.50 a year.

WWA

COOPERAGE STOCK
TIGHT AND SLACK
BARRELS—KEGS
WILLIAM A. WORBOYS COMPANY, INC.
15 Park Row New York City

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

Barrels and Shooks
Cooperage Stock
JERRICO TRADE MARK BARRELS
MANUFACTURERS
495 Manhattan Ave., Brooklyn, N.Y.
STEPHEN JERRY & CO., Inc.

Further Views of British Kerosene Barrel Plant
—Courtesy, Bureau of Foreign and Domestic Commerce.

The National Coopers' Journal

Vol. 45 October, 1929 No. 6

IMPORTANT ARTICLES IN THIS ISSUE

New Orleans Cooperage Trade Feeling the Effects of General Fall Activities 7
Buffalo Coopers Look to Future to Improve Barrel Demand 8
Wants in Cooperage Lines 8
Both Tight and Slack Cooperage Enjoying Better Demand in Louisville 9
Editorials 10
Reports and Forecasts That Show the Way Cooperage Trade Winds Are Blowing 12
Recent Trends in United States Flour Trade 18
Coopers of Quebec Province Operating Under Improved Conditions... 20
Cooperage Association Activities and News Notes 21
Trade Reports and Activities in Barrel Using Industries 22

DANIEL BURKHARTSMEIER
Daniel Burkhartsmeier Cooperage Co.

Why *I* am a *Member* of THE ASSOCIATED COOPERAGE INDUSTRIES

L. F. Horn, Secretary-Treasurer,
The Associated Cooperage Industries of America,
2008 Railway Exchange Building,
St. Louis, Missouri.

Dear Mr. Horn:

We have your letter which requests us to point out some direct benefits which our company has received through belonging to The Associated Cooperage Industries of America.

Immediately there comes to my mind the benefit we have received, as well as other members, from the retention of favorable freight rates on tight and slack cooperage in Western Trunk Line Territory, and I wonder how many of our members know that the Association is now being represented by a special counsel at the hearing on these rates. Lower freight rates make lower destination costs, which result in an increase in the consumption of barrels.

We attribute the retention of these favored rates in Western Trunk Line Territory for a period of ten to twelve years, to the constant efforts and influence of The Associated Cooperage Industries of America, supported and aided, of course, by the individual members whose interests were affected.

There are many indirect benefits which every member receives through the fact that there is a national organization representing his business, and there are many other direct benefits that accrue to members and to the industry, but the illustration given is a sufficient reason for maintaining our Association, and becoming a member of The Associated Cooperage Industries of America.

Yours very truly,

DANIEL BURKHARTSMEIER,
Daniel Burkhartsmeier Cooperage Co.,
Chicago, Illinois.

By becoming a member of The Associated Cooperage Industries of America, you will not only aid the cause of your industry and of your trade package—the Wooden Barrel—but you will also guarantee the future well-being and success of your own individual business. Send for membership application NOW. Help build a greater and more profitable Cooperage Industry. The coupon below is for your convenience.

The Associated Cooperage Industries of America,
2008 Railway Exchange Building,
St. Louis, Missouri.

Gentlemen: We want to join with Daniel Burkhartsmeier and The Associated Cooperage Industries of America in their co-operative efforts to build a greater Cooperage Industry, and to increase the use of the wooden barrel. Send membership application and full particulars at once.

Name.....

Address.....

We manufacture.....

.....

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, October, 1929 | $2.00 PER YEAR VOL. XLV. No. 6

New Orleans Cooperage Trade Feeling the Effects of General Fall Activities

Demand for Barrels Has Improved—Farmers Preparing Land for Winter Truck Crops—The Cooperage Hamper for Potato Growers—Outlook for Trade Excellent

With the approach of fall the cooperage industry seems to be improving a little, and barrels at various shipping centers are more in evidence than they were during the summer months. As this is the off season with vegetable shippers there is but little packing being done along Poydras Street, and hampers and baskets are the packages in most general use. The finest cooperage packages seen along this street are the big, fine buttertubs of the Southern Cotton Oil Co.

Show Us Basket or Box That Can Equal This Record

At one point the walk is covered with barrels that are being filled with various products, and the curious thing about them is that they are branded, "Made in England." They also bear a later stencil, "Filled with the Products of Jamaica." These barrels were made in England of No. 2 gum mixed staves from the Mississippi Valley, filled with some English product and shipped to Jamaica, there when emptied they had been loaded with some native product and sent back to their old home in the United States, to be emptied and used again. These much traveled packages are still in good order, and are likely to continue doing good service through many future journeys. Where is the basket or box that can equal this record?

More Arguments in Favor of the Cooperage Hamper

About the French Market there is little activity of any kind, though some vegetables, mostly turnips and collards, are being shipped, some in baskets and some in barrels. At one establishment a number of men were engaged in the rather peculiar employment of taking produce out of barrels and packing them in crates for reshipment. The proprietor said that he sent his trucks out every day filled with empty barrels. They distributed these empties among the farmers and came back with other barrels filled with produce to be transferred to crates at the market. Farmers, he said, are inclined to be careless about the packing of their crops, so he had the packing done by his own men under his own supervision, in order to avoid complaints. He found that the barrel was the safest and most convenient package for use in collecting the produce, but for shipment to his customers he used the crate, because his customers called for produce in less than barrel lots, and so he used the crate to meet the views of his trade. This is the best possible excuse for using a substitute container, but how about the cooperage hamper?

Among the multitude of baskets around the market there were a few very good barrel tubs that were doing good service, but they were not new packages. They had been made of emptied lime barrels sawed in two, each tub being fitted with a new beaded flat steel hoop, and being sound enough to be used indefinitely. It would appear that the market people need the cooperage hamper, and if the coopers will not, or can not furnish it they will resort to substitutes. Where emptied lime barrels can he had they are cheap, easily cleaned, and every one of them will make two good substitute packages.

Improved Baskets More Expensive Than Cooperage Hamper

As the cooperage hamper for peaches has not yet made its appearance here the basket people have corralled the trade by improving the quality of their output and making a basket that certainly must be more expensive than the cooperage hamper, which is quite as good, except that it is not so firm, will not bear carload shipping so well, and is not so easily or effectively closed.

Advertise the Apple Hamper for Use by Potato Growers

The newspapers carry a story to the effect that in the business year ending June 30, 1929, the Hastings Potato Growers' Association, of Hastings, Fla., shipped potatoes to the extent of 250,649 barrels, 2,933,800 pounds in sacks, and 3,451 hampers, weighing 55 pounds each. This would indicate that the potato barrel is holding its own with the sack in Florida, but that 3,451 cooperage potato hampers would have been used in that section if the merits of these packages had been known to the growers. The barrels used for potatoes are said to have been purchased by the association for the shippers.

Some potato barrels are being used in New Orleans now, and the real harvest will begin soon, and it is believed that the coopers here will find their potato barrel business quite as good as it has been in Florida.

Increased Demand for Tight Cooperage

The cottonseed oil mills are busy, and have greatly increased the demand for tight cooperage. There is a small but very satisfactory trade in vinegar barrels and there is already some demand for molasses barrels.

Crops for Winter Harvest Will be Larger and Much Improved

The farmers are now busy getting their fields in order, and are beginning to plant their crops for the winter harvest. The area being planted is much larger than usual and the crop will be larger still, owing to better drainage and to improved methods of cultivation. Some coopers are accumulating No. 2 slack stock to meet the winter's demand, but others are so much afraid of the substitute container that they hestitate to stock up in advance, and are taking a chance and waiting until their orders come in for immediate delivery before giving any orders themseives. They are also preparing for the sugar barrel trade that is to come in a very few weeks, though they are uncertain of what the demand is likely to be.

The soft drink establishments are putting large numbers of high class emptied syrup barrels on the market. These would be suitable for the molasses trade, but the dealers are unable to accumulate any large stock of them on account of the demand of the tar and roofing people for cheap used tight packages.

2,234 Carloads of Staves and Cooperage Received in New Orleans in First Eight Months of 1929

An examination of the records in the railroad offices here shows that during the first eight months of 1929 this city received 2,234 carloads of staves and cooperage, which, although it is only thirteen carloads more than were received in a like period in 1928, is some improvement. Some of this stock consisted of staves for export, and but very little of the remainder was reshipped by rail, most of it being made up here and delivered by truck. Most of the carload shipments from this locality were from the Union Stave Co., and were not counted in the city shipments.

Coopers Should Go After the Sugar Trade

Owing to the unusually large crop of cane grown this season grinding will begin much earlier than usual, and will continue longer, so sugar interests are now busy preparing for the great rush of business. Coopers should be interested.

Lafourche Parish now aspires to the championship among the sugar producing parishes. A trip through Lafourche is an interesting experience, and it is wonderful to see how completely prosperity has been restored to that community. The producers in that one parish estimate that their crop for this season will amount to 67,000,000 pounds, which should, after deducting for a reasonable number of substitute packages, call for at least 85 carloads of matched cooperage stock, with probably a good many truckloads of finished barrels from New Orleans shops.

Old Cooperage Customers in Business Again

In years when Lafourche produced far less sugar than at present the makers of cooperage stock had thirteen good customers in that parish, six in Thibodaux, two at Lockport, two at the town of Lafourche, one each at Gheens and Mathews, and then the great Godchaux refinery at Raceland. These same old customers, or their successors, are in business again, stronger than ever, but are the cooperage men going to lose out with them?

If Lafourche takes first place in sugar production, Terrebonne will follow her as a close second. The Southdown mill, at Houma, Terrebonne Parish, expects a record output. The managers of that plant estimate this season's output for the State at 213,000 short tons of sugar, which will certainly call for some barrels, if the producers wish to ship their goods right.

Hill-Curtis Company Changes Firm Name

Hammond Machinery Builders, Inc., Kalamazoo, Michigan, is the new style of an old firm which has been building sawing machinery since 1881. The new name is the new style of the Hill-Curtis Company, which has long been a prominent factor in the sawmill and woodworking machinery field. W. C. Hammond, president of the company, in announcing the change, says:

"It has seemed desirable for a long period that we adopt a new name which would have more meaning to the many new friends we are constantly making, and because there has been no one named either Hill or Curtis connected with this business for a good many years (it is now owned by the writer), we naturally chose the name Hammond. Then, wanting to have our firm name indicate that we build machinery, and preferring an unusual rather than a commonplace termination (we actually are builders rather than either job shop producers or large quantity production manufacturers), we decided on Hammond Machinery Builders."

Buffalo Coopers Look to Future to Improve Barrel Demand

The slack cooperage demand has not been as active during the past month as prior to that time, but the coopers are working at a fairly active rate and are anticipating improvement in the near future, such as usually takes place in the fall season. The local shops have not had any call for apple barrels this year, and on account of the lateness of the season they do not expect any from now on. The country coopers seem to be well able to supply the demand for all that are required.

Evaporators Taking Care of Fall Fruit

The apple crop in some sections of western New York was recently estimated at from 33⅓ per cent to 40 per cent of a full yield. Many apples were blown from the trees by high winds and the quality of much of the fruit is said to be poor. This situation has been satisfactory to the evaporators and they have been actively at work lately, taking care of the early fall fruit. The output of the evaporators is mostly hauled by trucks to Rochester and Webster packing houses. Prices on early apples were strong, the growers getting $1.00 to $1.50 for their Duchess apples.

Milling-in-Bond Question to Come Up Before United States Senate

The milling-in-bond question, which affects the Buffalo flour mills, is soon to be argued before the United States Senate. It is by no means assured that this valuable privilege will be retained here, and if it is lost flour exports would no doubt be diverted from the United States to Canada. The chief representative of the Southwestern millers opposing the milling-in-bond privilege is Senator Arthur Capper, while a chief advocate on the other side is Senator Robert F. Wagner.

Under the present law Canadian wheat may be brought into this country and mixed with American wheat for export without payment of an export duty, and it is allowed to enter Cuba as all-American flour under the 20 per cent preferential duty resulting from the Cuban-American reciprocity treaty. Should the milling-in-bond privilege be eliminated, American millers would have to pay 35 cents duty on every barrel. Buffalo ships annually 700,000 bushels of this flour to Cuba. The Cubans prefer the hard winter wheat of Canada to the wheat of the Southwest.

No Tariff on Bananas Disappoints Apple Growers

The agitation for a tariff on bananas, which was started by apple growers, seems likely to be unproductive of that end. The apple men figured that if fewer bananas were eaten the sale of apples would be larger. The present tariff, according to reports from Washington, overlooks a banana tariff.

Kraut Packers Hold Meeting in Buffalo

The September meeting of the National Kraut Packers' Association of the United States was held at the office of the Empire State Pickling Co., Phelps, N. Y., with 58 members of the association present. The entire party was taken to Geneva, where they were guests of B. E. Babcock, president of the company, at a luncheon in the Hotel Seneca. Later they visited a number of plants of the Seneca Kraut & Pickling Co. and the Empire State Pickling Co., including the new plant of the latter company at Phelps. The visitors declared it to be the largest, most complete and most sanitary kraut plant in the world.

Notes of the Trade

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., has returned from several weeks' vacation in Canada.

H. S. Pennypacker, son of H. T. Pennypacker, president of the Quaker City Cooperage Co., will return this week to Princeton University, where he is a member of the senior class. He has been connected with the plant during the past summer.

An involuntary petition in bankruptcy was filed on August 13th against Ernest H. Erzkus, long in the second-hand barrel business here and recently a retail coal dealer.

Lauren Kellogg Warnick, assistant treasurer of Spencer Kellogg & Sons, Inc., a leading manufacturer of linseed oil, died suddenly on September 17th, aged 59 years. He was a nephew of Spencer Kellogg, Sr., and was born in Amsterdam, N. Y. After attending Yale University he came to Buffalo and had been connected with this company for twenty years. He was a member of St. John's Episcopal Church, the Park Club, Buffalo Athletic Club, University Club and Yale Alumni Association of western New York. His widow survives him.

T. Nelson Shattuck, who was in the lumber, cooperage and coal business at Piffard, N. Y., for over fifty years, died at his home there on September 10th, aged 83. He had been ill for a long time and four years ago retired from business. Surviving are his widow and a daughter, Mrs. Gilbert Shattuck, also a brother and a sister.

Wants in Cooperage Lines

A firm in Marseilles, France, desires to obtain agency for American oak staves. Address No. 40105, Bureau of Foreign and Domestic Commerce, 20 S. 15th Street, Philadelphia, or Washington, D. C.

McLoughlin Brothers, 82nd and Eastwick Avenue, Philadelphia, Pa., is in the market for light alcohol drums, 55-gallon, good shape and not rusted inside or outside. Must have tap in head and bung in shell. Also can use a few cars of galvanized hoop, 200-lb. pork barrels. Quote best prices f.o.b. Paschall Station, (P.R.R.) Phila., in first letter.

Both Tight and Slack Cooperage Enjoying Better Demand in Louisville

Food Products Are Now Active With Pickle, Vinegar and Kraut Packers Calling for Cooperage—More Orders for Slack Barrels Noticeable

September has provided very good running time in the tight barrel and keg plants of the Southland, while there has also been a somewhat better demand for slack barrels, what with the movement of produce and other items.

Active Movement in Food Products

Right now there is active movement of food products, with the pickle, vinegar, and kraut packers in their active season, while cottonseed oil crushing in the South is picking up steadily, as the crop moves through the gin plants. The paint, varnish and lacquer plants have been busier than for some time past. The season in which both California and Concord juice grapes are available is now at hand, and is also having its effect.

Demand for Grapes Should Be Much Better Now

Under the eased-up restrictions concerning home use of cider, fruit juices, etc., and orders from Washington to quit persecuting people for alleged offenses, merely because they buy grapes, demand should be much better. For a time, and a long time, prohibition agents trailed large buyers of grapes, and even the resident was afraid to make up a little juice for his own use. So long as there is no illegal sale there will not be much prosecution. Of course the resident is not supposed to produce and keep intoxicating beverages, but if they ferment and get into that condition he is not likely to be prosecuted unless it is shown that he is making a business of selling the product.

Tight Trade is Picking Up

Business in Louisville has been much better, both on new and used packages. Resellers of empty tight barrels have had no trouble in disposing of good, clean packages. Kegs have been especially good, that is clean kegs that have held syrups, and empty whiskey barrels command a rather good market.

Just When? ? ?

Perhaps the largest question mark today is as to just when the Government will issue the whiskey making permits, which it had been understood would be issued about the middle of September. It is known that some three or four distilling concerns have asked for permits. The Government originally planned to issue permits to five or six companies. However, a number of companies have declared that they would not be interested in putting their plants in operating condition unless they received permits for production of half or more of the quantity to be produced, which is figured at about 40,000 barrels. If that amount were divided into five parts it would mean but 5,000 barrels per plant, which is too small an amount to justify the expense of several thousands of dollars in putting machinery, mash tubs, etc., fermenters, and what not in condition for operation.

No Difficulty in Supplying Stock for Bourbon Barrels

Whereas cooperage men had argued that they didn't know where they could obtain the necessary bourbon staves and heading needed in producing bourbon barrels, it is surprising to find how much stock there really is in the country. Lately, numerous offers have been made by concerns which held such stock, and it is now believed that with stock available to start on, and new stock produced after orders are received, there will be no difficulty in supplying the demand. It is also possible that some of the small stave and heading interests, realizing that there would probably be a demand for such stock this fall and winter, have been cutting some bourbon. At any rate the offerings are much larger than had been anticipated, and it is held that if orders are placed for bourbon barrels, deliveries can be made within a reasonable length of time.

Even after distillers receive their orders it will take them some weeks, or even months, to get their plants ready to start, and of course they would place their barrel orders just as soon as they knew what they needed. Therefore, supplying the demand will be relatively easy.

General Market Conditions Unchanged

The general markets show no change in either barrels, kegs, or stock. Staves have been a trifle weaker, due to larger production over the summer months. Demand, however, has been picking up as package plants have become busy in supplying the demand for food packages. It is claimed that if the frosts are late this year the demand for packages will continue good later than usual. Last year there were killing frosts in early September. This year October 1st is at hand with no killing frosts experienced south of the Ohio River.

Severe drought in July and August held down production of vegetables, etc., but good rains in early September and favorable weather materially improved late production of many crops.

Tobacco Crop Prospects Larger

The tobacco crop came a second time, and prospects are for a yield considerably larger than had been predicted, which will mean a larger consumption of tobacco hogsheads.

Notes of the Trade

The old plant of the Atlantic Tank & Barrel Co., in Louisville, has been dismantled of all except the steam and generator equipment and is sitting idle, with merely day and night caretakers looking after it. The plant is one of the best laid out or designed cooperage plants in the entire South, and could be easily revamped for woodworking use. Arthur Herb is back in the East again after spending about twenty years in Louisville.

J. Nick White, of the Louisville Cooperage Co., remarked that every department other than slack cooperage had been busy, and that indications were for good business well into November or December. At the company mills in Louisiana it has been producing some stock, but cotton planters have needed all the available labor, and the company has done little more there than operate its finishing plants. The Tennessee stave and heading mills have resumed operations in a limited way, after being down a few weeks.

Frank R. Wright, New York representative of the G. I. Frazier Co., of Memphis, Tenn., was a recent visitor in Louisville, and remarked that business was good in the East and that the industry was running well.

R. C. White, of the Monroe, Louisiana, operations of the Louisville Cooperage Co., was recently in town for a few days, spending a vacation with relatives in Louisville.

Federal Trade Commission Publishes Trade Practice Codes

The Federal Trade Commission has printed a pamphlet containing the trade practice rules adopted at conferences of 56 industries. The pamphlet can be secured from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 25 cents a copy.

It should make rather interesting reading, as well as a guide for what the Cooperage Industry can accomplish for its business in co-operation with the Federal Trade Commission.

Heading Mill Destroyed by Fire

The heading mill of Horace Kellam, Charlottesville, Ont., was recently destroyed by fire. The plant was wiped out entirely but a considerable portion of the stock was saved.

Starts New Stave Plant

C. P. Biggs has placed a stave mill in operation at Clarksville, Arkansas. The plant has a capacity of 400,000 staves a month and is modernly equipped.

Stave Factory Burns Down

The stave factory of Knight Brothers, located in North Athens, Alabama, has been damaged by fire.

ESTABLISHED 1885

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

"WHO'S WHO" IN THE COOPERAGE INDUSTRY

STEPHEN JERRY
Stephen Jerry & Company
Brooklyn, N. Y.
Member Executive Committee,
The Associated Cooperage
Industries of America

Let's Go! The November Semi-Annual Is Our Big Opportunity.

THE Fourteenth Semi-Annual Convention of The Associated Cooperage Industries of America in Memphis next month is something more than a mere "get together" of cooperage and cooperage stock manufacturers to transact the routine business of a Semi-Annual. Rather is it an opportunity for the cooperage trade to buckle down to hard work in support of the plans which the Association officers have made for the future good of the industry.

As Secretary and Treasurer Louis F. Horn states in his announcement of the Memphis Convention, the real purpose of the Semi-Annual is to enable Association members and others to discuss fully the business problems that confront the trade, and to decide upon a concerted plan of action that will gain for the industry the fullest benefits that can be derived from Associational working.

There is a tendency on the part of all industries to look upon Semi-Annual Conventions as a mere matter of form, or as an occasion to renew friendships and social contacts; whereas, Semi-Annuals are even more valuable to an industry than annual meetings. The officers have had six months in which to get their "roots in," as it were, and have been able to tie up all loose ends left over from the previous administration—they have been able to get the hang of their duties, and are in position to advance plans and purposes that will ultimately rebound to the advantage of their Association and its membership. Therefore, with the absence of the business of electing officers, and the natural hustle and bustle of an Annual Convention, it is possible at a Semi-Annual Convention to give to these plans and purposes the attention they deserve and should have.

President Powell, especially, has done considerable constructive work so far during his tenure of office. He has given much of his time and effort to upbuilding the membership of the Association, as is evidenced by the number of new members enrolled, and the reinstatement of others who had allowed their memberships to lapse. President Powell's activities have been far-reaching, and the good result of the work done can only be fully capitalized by the following up of his endeavors in a whole-hearted manner by the membership at large.

The JOURNAL draws special attention to President Powell's announcement on page 19 of this issue of the JOURNAL. Subjects of vital importance to the cooperage industry will be found in that announcement. "Is intelligent co-operation or capital merger preferable in overplanted industries?"—"Are we loyal to the barrel as a container and are we consistently doing our level best to increase its use?"—"Has the decline in the use of the wooden barrel been in any way influenced by careless manufacturing methods and poor trade practice?"—these are only a few of the questions that will be discussed at the Memphis Convention, and upon the thoroughness with which these subjects are gone into, and the rapidity with which the plans as adopted are put into operation, depends the future well being of each individual member of the cooperage trade, the Association, and even the cooperage trade itself.

Co-operation and co-ordination should be the thought permeating the coming Convention, and the best way to extend this co-operation and co-ordination is by a "working" attendance at the Semi-Annual in Memphis on November 5th, 6th and 7th. Cooperage and cooperage stock manufacturers should pool their efforts and throw all their energies into the proceedings of the coming Convention. They should desert the lobby of the Peabody for the meeting rooms. They should take the floor and talk on the subjects under discussion. Whether you are for or against a movement, plan, or suggestion, say so, and tell why. Do your part in purging the Association Conventions of that lethargy and indifferent attitude that heretofore have been such factors in retarding the growth of the Association and the Cooperage Industry. Forget all about hiding your light under a bushel, and jump into the spotlight of activity.

With this kind of a spirit pervading the Convention, your officers will be given a potent incentive to carry on and give of their best to accomplish even more than might otherwise be thought possible. They are human, just as you are, and have need of encouragement to keep going at full speed. Likewise, you will discover through this new attitude that your Association membership is worth something to you, and that it has every characteristic necessary to success.

Stabilization of the Cooperage Industry is Now at Hand—Group-Thinking a Big Factor in the Achievement

THE symposium of present business in the trade with forecasts as to the future, which appears in this issue of the JOURNAL does more than merely outline conditions as they exist today in the industry with a look into the months to come. The views and reviews contained therein give concrete evidence of the final accomplishment of a task to which many manufacturers of cooperage and cooperage stock have applied themselves for a considerable period of time; namely, the stabilization of the trade.

The attaining of this much to be desired end of trade stabilization has been a long uphill battle. Not alone has the cooperage industry been faced with untoward conditions beyond its control such as the disastrous floods of 1927, and the depressions in business of recent years, but also a disinclination on the part of many in the trade to submerge their individual interest for the benefit of the whole. To those of the trade who, in spite of all obstacles, have held steadfastly to their task in bringing about a better balanced industry is due the credit for an achievement that can have but one effect, the general all around improvement of the cooperage trade.

The hit and miss plan of operation, so long the business method of so many members of the trade, is gradually being abandoned. Manufacturers have come to recognize that overproduction and other practices which have caused depressed business conditions can be controlled if not completely eliminated. Also, that by keeping a close watch on every phase of supply and demand, as well as on existing conditions in consuming trades, it is possible to obtain a price for cooperage stock and barrels that will permit of a profit margin instead of selling at cost or below cost. Of course, there is yet much of the road to be traveled before it can be said that manufacturers are securing a return from their efforts commensurate with the capital invested and the labor expended. Nevertheless, the measure of progress that has so far been made along this line is gratifying, and with a continuation of the present attitude of the trade the cooperage industry should very shortly be in a satisfactory position to operate on a profitable basis.

The factor that has played the biggest part in bringing about this much desired stabilization is that of group-thinking. In past years the cooperage trade has gone along with its members placing full dependence upon individual thought as a guide in mapping out its course over the rough seas it has traveled. To this independence of thought and action can be attributed many of the ills which have befallen the industry. In recent years, however, the individual has come to realize that this independence of thought and action must be sacrificed and that the views and opinions of his fellow manufacturers must be considered, if the problems of every-day business are to be solved and the cooperage industry replaced on a solid foundation.

In other words, no manufacturer of cooperage or cooperage stock today can hope to prosper apart by himself—no manufacturer can act in the operation of his individual business as though he were the only unit in the trade. He must give thought to what is being done by other manufacturers and improved methods put into force by them, both as they touch production and administration. Furthermore, he must make his own plans on the basis of the industry as a whole, fitting them in with the plans of others, and not merely as an individual.

Group-thinking has been the salvation of many industries during the unsettled business periods of recent years, and group-thinking will achieve for the cooperage trade the same beneficial results, as its development takes a firmer and wider hold upon the industry.

The cooperage industry has ever been over-cautious in taking up new ideas, but its history shows that once the die is cast it has always made the full jump—putting forth earnest efforts to secure all the good obtainable from such new ideas. There is no reason to doubt that the development of "group-thinking" will prove any exception to this rule of action. Already it has made much headway and as the practice of group-thinking and acting gains in strength and extent the greater advance will the cooperage trade make towards complete stabilization and a resumption of prosperous business.

Concerted Move Launched in South Alabama to Interest Public in Fire Suppression

From Mobile, Alabama, comes the news that the sum of $8,500 is to be spent in reforestation work in south Alabama within the next few months in an effort to conserve the timber supply on the thousands of acres of cut-over lands in this section. Money for the work is to be provided by the Federal Government, the State and Mobile county. The Mobile county school board will spend $1,000 in making a survey of approximately 23,000 acres of school land in the county with the view of carrying on an active program of reforestation as a means of future revenue for the schools.

Plans for the reforestation work in this section were adopted at a conference held in Mobile several days ago and attended by Page S. Bunker, head of the State Department of Forestry, members of the county board of revenue, school commissioners and interested citizens.

Mr. Bunker said Federal officials handling the fund, appropriated some time ago for reforestation work, have agreed to give $2,500 for work in south Alabama if the State and the county would allot similar sums. The amount was appropriated by the board of revenue.

School board officials announced that this body has already voted an appropriation of $1,000 to make a survey of school lands with the view of producing timber on these tracts. The school lands in Mobile county, consisting of more than 23,000 acres, will be used to grow pine trees, under the program as outlined, and the survey is to determine what tracts will require planting, the cost and other features. Some of this land already has second-growth timber on it and the program calls for protection of this and development of a regular timber-growing business. Seeds needed for planting will be supplied free by the State nursery.

PUBLISHER'S STATEMENT

Statement of the ownership and management of THE NATIONAL COOPERS' JOURNAL, published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

Editor and Manager, M. E. Doane, Philadelphia, Pa.
Business Manager, J. A. Murphy, Philadelphia.
Publishers, The Estate of John A. McCann, Philadelphia, Pa.
Owners, The Estate of John A. McCann, Philadelphia, Pa.
Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of the total amount of bonds, mortgages, or other securities: None.

(Signed) J. A. MURPHY,
Business Manager.

Sworn to and subscribed before me this 11th day of October, 1929.
(Seal) JAY R. GRIER, Notary Public.
(My commission expires January 1, 1931.)

REPORTS AND FORECASTS THAT SHOW THE WAY COOPERAGE TRADE WINDS ARE BLOWING

Prosperity in Cooperage Industry Depends on Continuous Co-operative Action Among Members of the Trade

BROOKLYN, N. Y., October 4, 1929.
Editor, the JOURNAL:

A survey of business here for the first six months of this year shows an appreciable improvement as compared with the same period last year. Beginning in the latter part of August a decline in the demand for general cooperage began to be evident and continued during the month of September. A gradually increasing betterment of conditions is looked forward to along the lines of general, year-round business as considered aside from seasonal demands.

Continued prosperity in general cooperage, however, is still decidedly dependent on unceasing vigilance and uninterrupted co-operative action within our industry to the end that the inroads of substitute containers may be met and effectively combatted. Our association is well organized and is under the direction of thoroughly wide-awake men, splendidly equipped by experience and intellect to handle this situation, and, with the proper backing of the association membership, good results *must* develop.

Membership in the association, then, presupposes a responsibility to use every effort and every opportunity to further the best interests of the industry, co-operating continually with the officers of the association and with one another for the ultimate good of the whole.

STEPHEN JERRY AND CO., INC.

Lower Stock Production Will Bring Marked Improvement in Tight Stock Demand

MEMPHIS, TENN., October 7, 1929.
Editor, the JOURNAL:

During the past two weeks there has been a marked improvement in the demand for tight barrel staves and heading, and since this demand is coming from all sections we take it that this is a good indication of improved conditions for the remainder of this year at least.

We have just finished a survey of the producing field, and we find considerably less stock on hand today than is normal at this time of the year, so the mills are entering into the fall and winter months with no distress stock. Then too there will be no chance of over production for the mills have already been slowed down materially because of gathering the cotton crop, and on completion of that work it will be time for the usual fall rains to set in.

Now as to 1930. It is, of course, purely any man's guess as to what that year will bring forth; however, the writer has had opportunity during the past two months to converse with quite a number of business executives in a variety of industries, and it seems to be the general opinion that 1930 is to be a good, sound business year, and a great many say that in their opinions, and they are speaking conservatively, the New Year will be a better one than 1929.

So altogether we cannot help but feel that the industry has good things to look forward to.

Yours truly,
G. I. FRAZIER COMPANY,
G. I. Frazier, *President*.

Predicts Good Conditions for Cooperage Trade During Next Six Months

MEMPHIS, TENN., October 8, 1929.
Editor, the JOURNAL:

The demand for almost every kind of heading has been good so far this year and we believe it will continue for some time. The producing season is now about over, and while it looked as if there would be considerable heading produced this summer and fall, it did not materialize. For only a period of a few weeks did production reach a peak, then the cotton picking came along taking most of the labor into the fields and almost stopping the heading production. This condition now prevails with an unusual shortage of labor. No doubt the cotton picking will take the labor until the rainy weather sets in, which will stop production entirely until next summer.

We doubt seriously if the heading on hand is sufficient to handle the orders now booked, and if the demand is even near normal there will be a shortage in the winter and spring. With general business as good as it is there isn't any reason why we should not have good business for at least the next six months.

Yours very truly,
HUDSON & DUGGER COMPANY,
Galvin Hudson, *President*.

Looks for Moderate Volume of Business This Winter—Tight Cooperage Trade Fair

WATERLOO, ONT., October 5, 1929.
Editor, the JOURNAL:

Business conditions during the summer and fall months in Canada, so far as the tight cooperage industry is concerned, have been only fair, and we look for only a moderate volume of business during the winter months.

Yours very truly,
CANADA BARRELS & KEGS LIMITED,
Leo Henhoeffer.

Cooperage Situation More Stabilized Now Than for Several Years

DETROIT, MICH., October 7, 1929.
Editor, the JOURNAL:

The cooperage situation in general seems quite settled, certainly far more stabilized than it has been for several years. Production is more in keeping with consumption. It is to be hoped that the industry has at last been able to stabilize itself. Apparently no one profits in the long run, either manufacturer or consumer, by the frequent and violent price fluctuations which have been experienced from time to time, and a healthier condition for all concerned is one that results from stabilization.

Although the demand from the apple trade this year was disappointing, general lines held up very well, and from present indications it would appear that the consumption during the next six months will be at least normal if not beyond. We are looking forward to a good volume of fall and winter business.

Yours truly,
STRUTHERS-ZIEGLER COOPERAGE CO.,
G. A. Ziegler, *President*.

Organized Effort, Standardization, and Well Made Barrels Should Advance Our Industry to Forefront of Container World

MONTICELLO, ARK., October 7, 1929.
Editor, the JOURNAL:

I feel that we may look for a more stable condition in the cooperage business, due to a better organized effort on the part of the material producers to produce better staves and heads, of more uniform standards as to quality and sizes, also to the fact that the coopers are taking this material and are actually making better grades of barrels, for purposes intended, than ever before.

This attitude on the part of those who produce wooden barrels, together with our standardization program that is being put into practice, will in my mind make the wooden barrel so popular that in spite of other conditions it will advance to the forefront of the container world.

There may not be as much volume as at one time in the history of the wooden barrel. In fact it would be impossible to supply a demand that once existed, due to timber shortage, but if we handle the situation in the right manner, with the business we now have and that which we will gain, by all the laws of reasoning and good business principles our business will grow more in volume and more stable in value.

The best results can be obtained by a more complete co-operation on the part of

J. C. PENNOYER COMPANY

AGENTS LOVEJOY KNIVES

Tight Cooperage Stock

Slack Cooperage Stock

Cooperage Machinery

COMPLETE STOCK MEMPHIS

CHICAGO NEW YORK MEMPHIS

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

Strength and Economy in binding barrels with

American Steel & Wire Company's

WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE...Miners Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

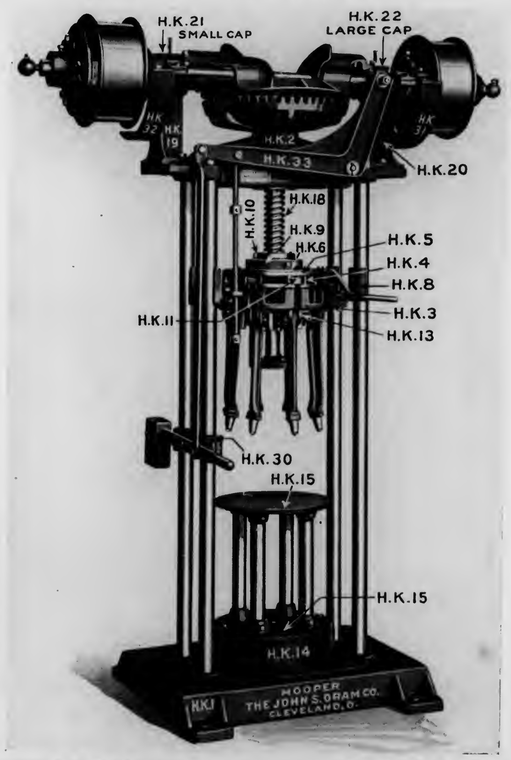
BARREL MACHINERY
Oram
CLEVELAND, O., U.S.A.

ORAM'S

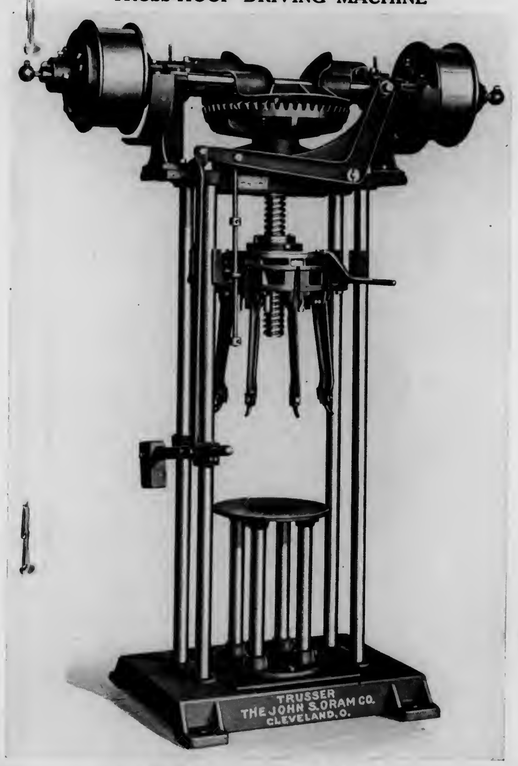
New Small Keg Machines for Packages, One-half-Gallon to Five-Gallon Kegs

LATEST UP-TO-DATE MACHINES

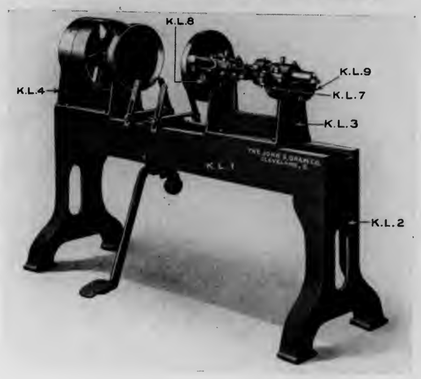
HOOP DRIVING MACHINE



TRUSS-HOOP DRIVING MACHINE

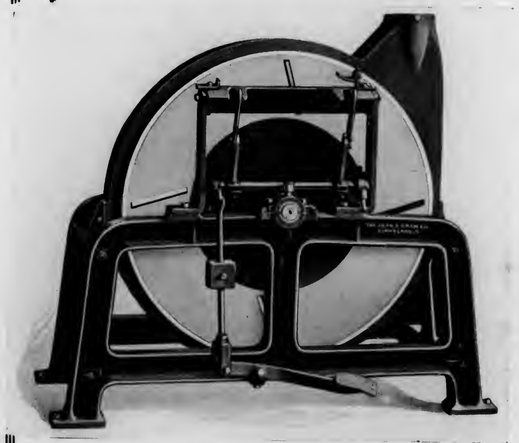


KEG LATHE
Also Can Fit Up With Plane and Rod and Rest

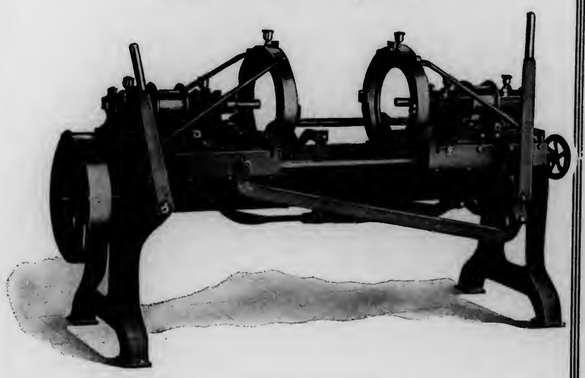


STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

STAVE JOINTER—8 Inches Up to 18 Inches



KEG CROZER—4-inch Diameter Head to 11-inch Diameter Head and Up to 20-inch Long Staves



FIFTY-SEVEN YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Mailed on Request
108 PAGES

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

CALIFORNIA BARREL CO., INC.

433 California St., San Francisco

QUALITY
SLACK HEADING
FOR
SLACK COOPERAGE
OF
QUALITY

MANUFACTURERS OF

SLACK AND TIGHT
STAVES AND HEADING

SLACK BARREL STOCK

Elm, Wire and Steel Hoops
Gum, Tupelo and Cottonwood Staves
Pine, Gum and Hardwood Heading
Patented Curved Liners

STRAIGHT-MIXED-MATCHED CARS
OR LOCAL LOTS

Our Established Responsibility
is Your Protection

HENRY WINEMAN, Jr.

5 LARNED WEST, DETROIT

SALES REPRESENTATIVES:

LEWIS METCALF, Middleport, N. Y.
O. A. ROCKEFELLER, Germantown, N. Y.
J. F. WILSON, Martinsburg, W. Va.
FRED T. MEARS, Onancock, Va.
M. D. BROWN, 221 Board of Trade Bldg., Norfolk, Va.

WARRIOR HEADS

means PINE HEADING
properly made from
Southern Pine by men
who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company

CLEVELAND, OHIO

all those engaged in this business in our Association. Those of us who are already members of the Association should exert every influence towards getting every manufacturer of barrels and barrel materials into active membership. This would insure more prosperous times in the trade.

With very kind regards, I am,

Yours very truly,

M. L. SIGMAN.

Ontario Apple Barrel Cooper Shops Working to Capacity—Will Clean Up Practically All Stock This Season

TRENTON, ONT., October 8, 1929.

Editor, the JOURNAL:

The main feature that we have to report for your October number is the fact that the crop in Canada is turning out considerably more than was originally anticipated, of course resulting in a much heavier demand for apple barrel cooperage.

At the present time apple barrel cooper shops all over Ontario are working to capacity with a shortage of help. Practically all the apple barrel staves and hoops in Canada will be cleaned up this season, and while the mills will have a certain quantity of 17⅛-inch basswood apple barrel heading on hand, the volume will not be large.

The above conditions of course will leave the Canadian cooperage manufacturers once again, after a period of a number of years, in a position so that they can start reasonable production without fear of being overloaded with stock in 1930.

One of the big factors depressing the apple barrel stock market in Canada has been the production of cheap drum sawed staves, which of course are produced with a small capital invested, and manufactured under conditions which force them to be offered on the market at cost or less than cost of production. This condition will no doubt be continued, but at the same time the carry-over will be less than former years.

Flour barrel business has been more or less depressed during the last month, and the demand for No. 1 stock is about equal to the supply.

Yours very truly,

TRENTON COOPERAGE MILLS, LTD.,

W. A. Fraser.

Cooperage Flag Industry Shows Upward Trend for Past Three Months

SAVANNAH, N. Y., October 7, 1929.

Editor, the JOURNAL:

The prospects in the cooperage flag industry have been on the gain for the past three months. The supply on hand is very low. There is a fair crop to be harvested this fall but not more than enough to take care of the demand.

Yours very truly,

RAY A. RUSSELL.

Closing Months of 1929 Should Bring Good Business to Cooperage Industry

WINCHESTER, KY., October 5, 1929.

Editor, the JOURNAL:

This will acknowledge your letter of the 1st requesting our views of the cooperage business and we are very glad to state that business with us has been very satisfactory this year. We feel that we have had our share of the business and orders are coming in right along.

As far as we are able to judge, the next couple of months of this year should bring good business, as well as 1930. We have made a pretty complete survey of the production over the country and production is generally light compared with some we have had in the past. In fact, we believe there is less material in the country today than was produced and on hand this time last year. We had something like six weeks or two months during the summer in which the majority of the mill men were out of water, while for the past three weeks we have had considerable rain and the roads are in very bad condition. If this continues there will be very little material delivered to the railroad until late spring, next year, and if we should have a good demand for barrels prices will no doubt increase to some extent. However, we do not look for any runaway prices but they will move on a profitable basis.

Very truly yours,

DENNIS & GRAY,

Robert Gray.

Will Be Big Month for Coopers' Tools and Barrel Heater Line

LEBANON, ILL., October 8, 1929.

Editor, the JOURNAL:

We are well pleased with this month's business so far, and feel that this will be a big month for us in the tool line, as well as in the Champion Barrel Heater line. The heaters seem to be in great demand just now.

Yours very truly,

THE HYNSON COMPANY.

Unsettled Weather Conditions Will Result in Curtailed Production of Staves

ST. LOUIS, MO., October 5, 1929.

Editor, the JOURNAL:

Owing to weather conditions during the early part of the year very few staves were produced and a normal amount consumed, so that beginning in July the production of staves improved, but the stocks in the hands of consumers was extremely small. On account of the unsettled or irregular weather conditions the farmers were not able to cultivate their crops at the usual time, and this means that there was very little timber brought in to the stave mills. Consequently the production of staves will be very limited this fall, and will eventually create a short crop of staves for the first six months of 1930.

We look for a very steady market with every prospect of an increase in values, and we are hoping that the supply will equal the demand, although we are positive there will be no surplus.

Yours very truly,

VOLL COOPERAGE CO.,

E. P. Voll, *President*.

Steady Consumption of Practically All Grades of Cooperage Material During Year

SAINT LOUIS, MO., October 7, 1929.

Editor, the JOURNAL:

It is our impression that there will be very little change in the Cooperage Industry for the next few months at least, unless operating conditions get bad, in which case of course there would be a very light production. Consumption has held up remarkably well for the entire year on practically all grades of material, except fruit barrel stock, which we believe moved in smaller quantities than usual on account of the extremely light crop, especially in the central section, but this condition was more than offset by the demand for other material in other sections of the country.

Prices are still too low to permit the manufacturer to make a substantial profit, and this is particularly true of the lower grades of stock.

We do not recall a time when the markets have changed so little as they have during the past few months, due, we presume, to the steady demand and the fact that there was no large accumulation of stock at any time during the summer months.

Yours very truly,

THE GIDEON ANDERSON COMPANY,

C. F. Buchele.

Fair Demand for Slack Cooperage During Past Month

NEW YORK CITY, October 15, 1929.

Editor, the JOURNAL:

For this Special number of the JOURNAL, it would be decidedly gratifying to me were I able to write a report something similar to those that were written during the war period, when hoops were selling for $40.00 or more per 1,000, staves $25.00 or more per 1,000 and heading 20 cents or more per set. I do not mean that I would like to see prices as high as this, but a condition which enables such prices means that there is more of a demand for material than the mills can supply and to have conditions something like that would be a delightful change. It has been a long time since cooperage requirements have been ahead of the ordinary run of the mills or been that way for any extended period. There have been times when for a few weeks there would be a shortage in certain branches of the business, but these periods have not lasted long and they have been widely separted.

During the past month the demand for cooperage has been fair. This does not

mean that it has been what would be called good and there has been enough of it so that it could not be termed really bad.

The apple crop has turned out to be decidedly spotty. In some sections frost and dry weather so reduced the quantity and size of the apples as to make some of the coopers think of turning their shops into automobile garages. To them that seems about the only prosperous line in their locality. A small crop with inferior fruit means a larger percentage of baskets, so in these dry and frosted sections, from every standpoint, the business for the cooper and the cooperage man has been decidedly poor. Fortunately, there are sections where the crop was not injured materially by frost and for some unknown reason those sections were better supplied with rain than the other sections referred to. In these latter sections the barrel business is brisk and the coopers optimistic. It is those places that have been furnishing the outlet for the apple barrel material made this year. I emphasize apple barrels in this report because this is the time of the year when our attention is ordinarily centered upon that commodity.

There is a normal demand for slack material for promiscuous purposes. Flour barrels, of course, are a thing of the past with us in this locality, but packing barrels of various kinds and various sizes are used continuously. Orders for that material come in quite regularly and if, added to that, we were having what we might call a legitimate fruit barrel business, we could report this month's business as being very good. Yours very truly,

C. M. VAN AKEN COOPERAGE CO.,
C. M. Van Aken, *President.*

"Off" Season for Coopers Due to Short Potato Plantings

ELIZABETH CITY, N. C., October 5, 1929.
Editor, the JOURNAL:

This is our "off" season as the only barrels used in this section are for early Irish potatoes in June and a few "sweets" in August and September.

Plantings the past season were much curtailed, and as a whole prices realized for the crop were just about enough to break even. Farmers are discouraged and probabilities are that the coming season will see another short planting.

Prospects for the cooperage business are not bright. Very truly yours,

A. B. HOUTZ & SONS, INC.,
A. B. Houtz, *Mgr.*

Decided Improvement in Cooperage Market—Future Prospects Promising

CHAPMAN, ALA., October 8, 1929.
Editor, the JOURNAL:

This will acknowledge your letter of the 1st. We have recently noted a decided improvement in the cooperage market and feel that the future prospect is promising.

Yours very truly,
W. T. SMITH LUMBER COMPANY, INC.,
N. F. McGowin.

British Slack Cooperage Trade Improving—Tight Trade Quiet

Trade continues on the quiet side, a lack of fresh orders being particularly noticeable. This can be accounted for by the principal buyers being on holiday.

Work is on the quiet side, and is likely to continue so until further orders come along.

Trade is normal. If anything it is a little better than for the past two or three months. Importers are busy taking delivery of fir staves which are arriving from the White Sea and the Baltic.

Yours truly,
J. C. TINKLER,
Tinkler & Webster, Ltd.,
Liverpool, England.

Recent Trends in United States Flour Trade

Felix T. Pope, Foodstuffs Division, Department of Commerce

Some very remarkable shifts and changes have taken place in our exports of wheat flour during the past five years. Europe, which has been the principal market for American flour for generations, is gradually being replaced by other parts of the world. In 1924 it took 48.7 per cent of all flour exported by the United States, but this percentage has steadily declined until for the first seven months of 1929 Europe received only 27.8 per cent.

European Markets

Various European countries in recent years have made efforts to build up their own milling industry by placing very high import duties on flour and relatively low duties on wheat. Germany, for instance, took nearly 1,900,000 barrels of American flour in 1924, but only 341,000 barrels in 1928. The reason for this enormous decline is that in 1926 Germany placed an import duty of 10 gold marks per 100 kilos on flour. In 1927 this was increased to 11.50 marks, and effective July 10, 1929, was again increased to 14.50 marks. This is equivalent to about $3.06 per barrel, and at the present average price of flour is about 50 per cent ad valorem. Though the duty on wheat is only 6.50 marks per 100 kilos, the result has been that Germany's total imports of flour decreased from 394,000 metric tons in 1925 to 59,000 tons in 1927, and those of wheat increased from 1,678,040 tons in 1925 to 2,612,147 tons in 1927.

Various other European countries have taken very similar action—notably Greece and Hungary. Greece took 451,000 barrels of American flour in 1924, but the amount taken has declined year by year until for the first seven months of 1929 the amount purchased had declined to 30,000 barrels. Great Britain is another country where our trade has decreased sharply. While that country has no import duty on flour, British millers have been making an intensive drive to build up their industry, with the result that total imports of flour declined from 6,092,043 barrels in 1926 to 5,101,109 barrels in 1928, and at the same time its exports increased from 2,306,870 barrels to 2,501,151 barrels.

The only important countries in Europe where we have held our own are the Netherlands, Denmark and Finland.

North American Markets

In North America, including the West Indies, we have fairly held our own in all countries except Mexico, to which in 1924 exports totaled 388,000 barrels of flour, decreasing in 1928 to 84,000 barrels. The Mexican import duty is 9 centavos per kilo, equivalent to about $4 per barrel, or 65 per cent ad valorem at the present price of flour. This rate went into effect in 1924.

Cuba is probably our best flour market, in that its purchases vary less than any other country, averaging about 100,000 barrels per month year in and year out.

Central America is also a steady and dependable customer, and shows a fairly steady increase, accounting for about 6 per cent of our total export trade.

South America—Asia—Africa

South America has also shown steady and reliable increases, Brazil being by far our best customer. South America's share of our world trade in flour increased from 6.9 per cent in 1924 to 13.1 per cent in 1928.

The American miller, being faced with heavy declines in his European and Mexican business, has found new markets in the Orient and in Africa. China (including Hong Kong and Kwantung) was by far our largest customer in 1928 and for the first seven months of 1929. Gratifying increases are also shown in the Philippines, Japan, Palestine, and Syria. Our trade with Asia increased from 22.5 per cent of the total in 1924 to 32.2 per cent for the first seven months of 1929, and at present is our largest market.

The Chinese market is not a very dependable one, however, in that it buys low-grade flours, and only in large quantities when flour is very cheap.

Various important markets have also been developed in Africa—notably in Egypt, British West Africa, and various other countries. In 1924 Africa accounted for only 2.4 per cent of our total flour trade, as contrasted with 5.3 per cent in 1928.

American exports of wheat flour in 1924 totaled 16,584,000 barrels, decreasing to 11,704,000 barrels in 1925, advancing to 12,447,000 barrels in 1926 and 13,427,000 barrels in 1927, and decreasing to 12,458,000 barrels in 1928. For the first seven months of 1929 the total was 8,335,000 barrels.

Will Improve Barrel Plant

The Boaz Barrel Company, Palatka, Florida, has started the erection of a kiln building in connection with its barrel plant. A heading mill is also to be established in connection with the operation. The stave mill is also being improved.

Questions to be Discussed!

AT THE

Fourteenth Semi-Annual Convention

OF

The Associated Cooperage Industries of America

PEABODY HOTEL, MEMPHIS

November 5, 6, 7

Do we owe our Association anything?

Have we any obligation to the organization which makes possible the orderly conduct of our business?

Does our motto "Buy From Members of the Association" mean anything to us?

Are we using the available Association facilities for procuring and distributing statistics which will help us produce and sell intelligently?

Is intelligent co-operation or capital merger preferable in overplanted industries?

Do we realize the value of the proposed simplification program and are we giving it the support it deserves?

Do we regard the Association as a necessary evil and the conventions as meeting places for trading purposes, or do we realize that the Association is our instrument to prevent chaos in the industry and that the conventions offer real opportunities for service to the barrel and to the industries which produce it?

Are we loyal to the barrel as a container and are we consistently doing our level best to increase its use?

Has the decline in the use of the wooden barrel been in any way influenced by careless manufacturing methods and by poor trade practice?

What is the relation between duplication of sales effort and market prices and what is the remedy?

These are some of the questions which will be discussed at the convention, and we shall have the privilege of hearing Mr. Hugh P. Baker on "CHARTING THE COURSE FOR TRADE ASSOCIATIONS."

Reservations for the Memphis meeting indicate that all of the members realize that this is one of the most important meetings we have had, and every member and every potential member is cordially invited to come to Memphis and join with those who are working for the good of the entire cooperage industry.

E. A. POWELL, President,
The Associated Cooperage Industries of America

Coopers of Quebec Province Operating Under Improved Conditions

Heavier Apple Production Throughout Dominion Increases Demand for Barrels—General Business Conditions Continue Favorable

General improvement in the demand for slack and tight cooperage provided the feature of the cooperage industry in the Province of Quebec during the past month. This betterment became evident early in the period under review and was well maintained throughout the month, and judging from present indications it looks as if the betterment will extend throughout the present month at least.

Excessive Competition Brings Low Prices for Cooperage

The trade in general is optimistic regarding the coming months and little complaint is heard in general from any quarter, with the exception of that over the low prices prevailing, due to excessive competition. One prominent cooper of Montreal pointed out, however, that this condition could not last very long and that prices would undoubtedly be firm in the near future. Most of the firms engaged in the industry regard the present level as unsatisfactory because it allows a very slim margin of profit, if any, at times, and it is understood that a small minority have forced down the prices in an attempt to secure more business.

Prices are unchanged from last month's level of 65 cents to 75 cents for apple barrels and 95 cents to $1.05 for flour barrels.

Firms are reported working near capacity at present. One company which has an output of 500 slack and 200 tight barrels per day, stated that they were working at capacity and were finding their facilities strained to keep up with the demand.

Increased Business Due to Large Gain in Apple Crop

The increased business is largely attributed to the large gain in the apple crop, which is reported at 3,731,000 barrels, establishing a record for some years past, and 500,000 barrels in excess of last year's production. Of course, this demand will be spread throughout the Dominion, but the coopers of Quebec are receiving a fair share.

Good Industrial Conditions Reflected in Cooperage Trade

Industrial conditions in the province are bright and this is also reflected in the industry to some extent. The potato crop is good and other factors bearing on the industry generally are reported fairly satisfactory.

The demand for flour barrels is somewhat slack at present but many firms anticipate an increase in the next few weeks. Milling conditions are good and have not shown any material change during the past month. The partial failure of the western wheat crop is reported to have been definitely offset by the higher grade of cereals yielded, and it is felt that milling operation in the province will not be curtailed to any extent.

Improved Demand for Tight Barrels Attributed to Increased Wine Production

There was also considerable improvement in the demand for tight containers during the period under review. This was attributed in part to the increase in wine production and also to the fact that stocks in the hands of certain industries were allowed to drop below normal levels and this was compensated by fresh orders.

The demand for oil barrels seems to be gradually dropping off, it being reported that steel drums are replacing this container. Orders from local paint and oil manufacturers were few and of little importance last month. The demand for old oil barrels was reported slack with holders asking $1.50 each.

Meat barrels are about steady with the early part of the year but are not so much in demand as in the corresponding period of last year.

Nova Scotia's Apple Crop Will Require 2,000,000 Barrels

The big apple crop of the Maritime Provinces has created a fairly general demand for slack cooperage according to those well versed in the industry. Nova Scotia's crop alone will be in the neighborhood of about 2,000,000 barrels, an increase of some quarter of a million barrels. The industry will have to supply sufficient barrels to contain this increase and it is anticipated that coopers will be kept busy for some time to come.

General Business Maintained at High Level

Conditions in Nova Scotia generally are fairly satisfactory. The volume of business and manufacturing is being maintained at a high level and this is being reflected in the cooperage industry to some extent.

Increased Volume Expected for Flour and Sugar Barrels

The potato crop is practically over and little business is being done in barrels for this commodity. A little business in flour and sugar barrels is reported but the volume is said to be rather small. An increase in volume of this kind of orders is expected, however, in the future.

Horseradish Crop Short—Producers to Advertise Its Use

The horseradish crop in the three counties surrounding St. Louis, namely St. Louis county, Mo., and St. Claire and Madison counties, Ill., which district it is estimated produces approximately 65 to 75 per cent of the horseradish grown in this country, is estimated to be slightly below normal this year. Total production was placed at between 6,000,000 and 7,000,000 pounds with an average yield of 4,500 pounds to the acre although some growers report a yield as high as 6,000 to 6,500 pounds, according to the St. Louis County Farm Agent.

Considerable interest developed in the horseradish industry here this year due primarily to the fact that a movement is on foot to have a tariff duty placed on the commodity and to this end a meeting of growers, farm agents and horticultural specialists was held recently at the American Central Fruit Auction House.

A petition has been drawn which will be filed with the various leaders of Congress requesting that horseradish be removed from the free list and a duty of 5 cents per pound be placed on the raw product and 50 per cent ad valorem on manufactured. This petition contained statistics which showed that 60 per cent of the horseradish growers in this country reside in this district; that there are approximately 1,500 growers in the United States and that over 7,000 persons are directly affected in the production end of the infant industry.

Figures on horseradish importation from Germany, the principal competitor of the St. Louis growers in the Eastern markets, were given to show a wide variation due principally to price influences. The figures covered a period from 1923 to 1928 and ranged from approximately 28,000 pounds in 1923-24 to 2,250,000 pounds in 1924-25. Imports to June 1st of this year were 1,066,200 pounds. Comparative freight rates were also given which show that the rate from St. Louis to New York in carlots is 89 cents and on local shipments $1.28 while the rate from Hamburg, Germany, is 54 cents per cwt. The figures gave a detailed cost production statement which showed that it costs the local grower slightly over 7 cents per pound to produce his product.

Plans for a nation-wide advertising campaign to stimulate the use of horseradish were also discussed and referred to a temporary committee for further consideration.

Starts Rebuilding Operations

The Massachusetts Box & Cooperage Company, of Gloucester, Mass., which recently lost its plant by fire, has started rebuilding operations. The new plant will be modern in every way and of larger capacity.

Gottlieb Cooperage Co. of Cleveland, Ohio, has been incorporated; capital $20,000.

Cooperage Association Activities and News Notes

Association Exhibits at International Apple Shippers' Convention

The association was represented and had an exhibit of tight and slack cooperage at the International Apple Shippers' Convention held in Toronto, Canada, August 13th to 16th.

Particular interest was manifested in the new cooperage apple hamper, the shippers and growers of apples expressing the opinion that the package if properly priced should make an ideal container for storage of apples, for export, and for display purposes in chain stores, etc.

The association is indebted to Canada Barrels & Kegs, Ltd., Waterloo, Ontario, for furnishing a complete line of tight barrels and kegs; to Greif Bros. Cooperage Co., Cleveland, for slack barrels; and to the Voll Cooperage Co., St. Louis, for the sample apple hampers.

Lists of members were available and supplied to those who made inquiries at our booth. J. W. Shirrell, association inspector, was in charge of the exhibit.

Cooperage Companies Have Wooden Barrel Display at Dairy Exposition

Tight and slack cooperage will be exhibited at the National Dairy Exposition in St. Louis, Mo., October 12th to 19th. The Pioneer Cooperage Co., St. Louis Cooperage Co., and the Union Cooperage Company, St. Louis, have contracted for space and will exhibit barrels and kegs. This cooperage promotion work will help expand the use of tight and slack barrels and kegs in the dairy industry of the South and Central West.

It is understood also that several association members will exhibit cooperage at the Dairy Industries Exposition which will be held at Toronto, Canada, the week of October 21st, following the St. Louis exposition. This will cover the dairy interests, machinery and supplies, in the northern and eastern sections of the United States, as well as Canada.

Annual Distribution Waste Estimated at Eight to Ten Billion Dollars

The Assistant Director in charge of Domestic Commerce, Washington, in a recent article, estimates that from eight to ten billion dollars represents the price which American business pays for inefficient distribution, annually.

It is pointed out that wastes in the physical movements of merchandise in packing, handling and transportation might be largely obviated through standardization and interchangeability. A saving of $200,000,000 to $500,000,000 a year is suggested as possible from simplified handling alone.

The Cooperage Industry has its part to play in the distribution problems of the country through the container it manufactures.

Semi-Annual Convention Scheduled for Peabody Hotel, Memphis, Tennessee, November 5, 6, 7, 1929

To the Trade:

Several inquiries have been received as to the "When and Where" of our Semi-Annual Convention. The interest displayed left a feeling of satisfaction that the members are looking forward to the Fall Convention as an occasion when they hope to secure some benefit of value to themselves. On November 5-6-7, at the Peabody Hotel, the entire Cooperage Industry will be in conference—will exchange information, and counsel with one another as to a more intelligent conduct of their business. Profitable results should accrue to everyone in attendance.

The choice of Memphis as our meeting place gives a splendid opportunity for the cooperage people of the Southland to confer with cooperage interests from other parts of the country. A large number of stock producers will undoubtedly be on hand.

Keep the dates before you—November 5-6-7, Peabody Hotel, Memphis; mark your calendar; don't let anything interfere with your attendance at the meeting.

LOUIS F. HORN,
Secretary and Treasurer,
The Associated Cooperage Industries of America.

Western Trunk Line Class Rates Docket 17000, Part 2

As a result of the investigation carried on by the Interstate Commerce Commission for the past couple of years, of the freight rate structure in effect throughout the United States, a report has been issued by Examiners Koebel and Paulson, covering Western Trunk Line Class Rates. The report constitutes a proposed revision of the various classes under which freight moves.

Tight and slack barrels, half barrels and kegs, move on Class "B" basis. The revision of this class means increases in the rates on cooperage.

The association, through its representative, is filing exceptions to the report of the examiners, and will also attend hearings before the Interstate Commerce Commission, Washington, D. C., beginning October 21st, presenting oral arguments in support of the association's position and contentions.

Sap-Stain Damage Reducible by Simple Preventives

It is stated that lumber losses aggregating $85,000,000 annually result from sap-stain damage, caused not only by improper handling and storing of logs, but by faulty methods of air seasoning, storing and transportation. The loss to cooperage stock adds to this total.

The National Committee on Wood Utilization has issued a bulletin "Sap Stains and their Prevention" which is available from the Government Printing Office at 30 cents a copy. It describes the practices to be followed to prevent the development of molds that cause sap stain.

New Members for The Associated Cooperage Industries of America

The following new member and reinstatement have been added to the association's Roll since last month:

Houston Cooperage & Tub Co., Houston, Texas.

Fields-Latta Stave Co., Dyersburg, Tenn.

Cooperage Exports for First Six Months of 1929

Mr. J. C. Nellis, Chief, Lumber Division, Department of Commerce, reports that exports of lumber and wood manufacturers during January to June, inclusive, 1929, were approximately $4,000,000 greater in value than in the same period of 1928, a majority of the items in the export schedule showing increases. Cooperage exports made a net increase of about $750,000 in value.

Acquires Site for Barrel Warehouse

The Corbett Package Co. has acquired a site at Wilmington, N. C., for a large barrel warehouse and tenant houses.

Suffers Fire Loss

The Iowa Cooperage Company, formerly known as the Moehn Cooperage Co., of Des Moines, Iowa, recently suffered a fire loss which amounted to approximately $20,000.

Trade Reports and Activities in Barrel Using Industries

Further Gains by Chemical Industry as End of Year Approaches

The predicted continuation of heavy movements of industrial chemicals has become an established fact. The demand is developing along much broader lines with buyers' interest showing considerable gain in forward shipments.

There is a feeling of complete confidence in the trade that the last quarter of this year will compare favorably with the first six months. No doubt there will be a strengthening of prices due to the improvement in buying interest. There is no indication, however, of a change in prevailing price with regard to contracts as quotations have been attractive to producers and satisfactory to consumers.

There have been some sharp advances in the price of acetate of soda, but this has been due to the uncertain production of this particular commodity. Barium products are firm with a fair consuming inquiry, but heavy contract deliveries have featured the markets for caustic soda and soda ash.

An active inquiry for bicarbonate of soda is noticeable with actual orders placed sizing up to normal dimensions.

In fact it can be said that the entire chemical industry is in healthy condition with prospects for one of the best consuming years on record.

Alcohol Trade in Good Shape as Winter Comes Into View

There has been very little increase in new business placed with denatured alcohol producers, yet there is quite a call for shipments against contracts and deliveries have gained considerable momentum.

There is more activity present in the New England States than in other sections because of the advent of winter, which begins earlier down east than elsewhere.

However, the market generally is in a strong position and there is no likelihood of a letdown for the balance of the year.

Spasmodic Trading in Vegetable Oils

Activities in the vegetable oil field may be termed as spasmodic. Prices have broken somewhat but the reduction has had no appreciable influence on the demand.

Castor oil is one product among the vegetable oils that has evidenced an improvement. Larger shipments are going forward against current contracts and the price market is steady.

The weaker tone to the cottonseed oil market is reflected in crude corn oil. There has been a better demand for refined oils but the price has not been able to hold to its former basis.

Olive oil foots is having a fair call although the demand for commercial oils was spotty.

Buyers' inquiries for palm oil have not been plentiful but prices have held up. Conditions in the primary palm oil centers have wielded the greater influence in keeping prices firm.

It is the opinion of many in the vegetable oil trade that there will be no immediate change in present conditions, and that the fluctuations in demand and price will continue for a longer period.

Slowing Down Noted in Cotton Oil Trade

Business in cottonseed oil circles indicates a gradual slowing down, with prices declining to a small degree.

Consumer demand recently showed an improvement with the reduction of a quarter of a cent per pound for refined. The sentiment in the market is bearish and further declines will not surprise producers or buyers.

The weather reports so far are favorable to the cotton belt as a whole. Satisfactory and picking conditions offset the losses caused by excessive rains in the eastern belt. Estimates from private sources place this year's cotton crop at 14,505,000 bales to 14,830,000 bales.

After the Government has issued its report as to the possible crop total there will no doubt be a change in market conditions, but little improvement, if any, is looked for before that report is issued.

Paint Materials Show Improvement

Paint materials are showing an improved condition even though the demand is somewhat restricted.

Lead pigments are going forward in good quantities against contracts and buyers are making inquiries for additional supplies.

Lithopone is in active demand, and even the varnish gum market is steadier.

Seasonable quantities of Barytes are moving to consumers and the market still continues in a firm condition.

Zinc oxide, too, is experiencing an increased demand with orders against contracts continuing in good volume.

Linseed Oil Trade Watching Seed Market—Prices Are Strengthened

Prices for linseed oil fluctuated considerably during the first week of October, but at the close a gain of one cent per pound had been made.

Sellers are not rushing offerings and together with the buyers are keeping close watch on the seed market. Recent seed shipments from the Argentine to the United States totaled 874,000 bushels.

One development of interest is the diffidence of buyers with regard to linseed substitutes. This has had an effect upon substitute oil prices, especially China wood oil. There is also a lower demand for mixtures of soya and linseed oils, although good sized quantities were purchased early in the month.

Naval Stores Industry Seems to Have Improved

There is a fair demand for turpentine at this writing, but it is principally for immediate shipment. This produced an advance in price. A gain of 2 cents a gallon was noted over preceding quotations.

Conditions in the rosin field are better than recently and the market holds firm.

At present the call is for immediate needs, although trading at southern points for export took on an active aspect.

The interest in futures is fair with consumers looking to their requirements for the balance of the year.

Rosin oil holds steady with a moderate demand, while consumers are ordering out good sized quantities as well as showing an interest in quotations for nearby requirements.

Tallow and Grease Markets Are Weaker in Tone

Tallow has developed a weaker tone since last reporting. Prices in some instances have declined a quarter cent per pound.

There is a greater tendency on the part of producers to increase their offerings and with a lessened demand the market has changed from a sellers' to a buyers' market.

The demand for greases has shown a reflection of conditions in tallow. Offerings are more liberal with consumers evincing very little interest in the market.

Oleo stearine is also having a light demand and prices quoted are merely nominal.

Animal Oils Holding Steady

Among animal oils degras is experiencing a fair demand with prices generally steady. Buyers are taking fair-sized quantities for immediate need even though order placing is irregular.

The improved demand for lard oil has resulted in an advance in price. Neatsfoot oil is showing a gain over last month. Oleo oils and red oils are fairly active while stearic acid has been having an active call against contracts with consumers showing good inquiry for nearby requirements.

Report of National Manufacturers' Association Shows Gain for Industry as a Whole

Industry throughout the country at the present time is just a shade more favorably situated than it was a year ago; but numerous individual industries show distinct recessions from their position last year and present a somewhat disturbing tone to the general picture, according to the annual trade survey of the National Association of Manufacturers, presented at the annual meeting of that Association in New York City, October 14th, by J. Lewis Benton, general secretary of the organization.

A questionnaire, covering present trade, prospects for winter, comparison with last fall, production, sales quantities and values, employment, wages and labor conditions, was sent to three thousand members of the association the first of this month, with request that the report be made as of October 4th. The tabulation was closed October 7th, at which time nearly 1,000 replies had been received. The survey covers a compilation of something more than 9,000 detailed answers.

Taking the industries as a whole, of the companies reporting, 19 per cent class their present business as excellent; 45 per cent good; 31 per cent fair and 5 per cent poor. Last year they were classified, 17 per cent excellent; 41 per cent good; 34 per cent fair; 6 per cent poor. Prospects for the winter are regarded as excellent by 12 per cent; good by 54 per cent; fair by 30 per cent; poor by 4 per cent; while last year 14 per cent reported excellent; 43 per cent good; 36 per cent fair and 6 per cent poor.

Comparing the business done up to this fall with the same period last year, 53 per cent report better returns; 17 per cent less and 30 per cent find no change. A year ago the report was 50 per cent better; 25 per cent less; 25 per cent no change.

Production as compared with last fall is reported increased by 74 per cent of the companies as against 65 per cent last year; decreased by 26 per cent; increased sales quantities are reported by 73 per cent as against 65 per cent last year; increased sales values by 64 per cent as against 52 per cent last year. Depleted stocks are reported by 14 per cent this year as against 16 per cent last year; normal by 78 per cent this year as against 74 per cent last year; and over by 8 per cent this year as against 10 per cent last year.

Increased employment is reported by 69 per cent of the companies, decreased by 31 per cent; increased wages are reported by 91 per cent, decreased by 9 per cent, while 23 per cent of the companies report a shortage in skilled workers. One healthful thing is that labor troubles have been practically eliminated, the percentage of companies reporting no strikes being 99.74 and of those reporting strikes .26—less than one-fourth of one per cent.

Going into the individual industries, some unfavorable reflections appear. Twenty-three classifications of the basic industries are covered in the survey. Of these, twelve report gains that in some instances are slight and in other instances might be considered excellent advances. These twelve are clothing; electrical; farm products and foodstuffs; glass, crockery and porcelain; hardware and tools; iron foundries and machine shops; jewelry; leather, machinery, paper and pulp; stationery and printing; miscellaneous. Three industries seem to have just about held their own, building supplies, textiles and metals. Eight industries show a shading off. These are automobile accessories; chemicals; furniture; iron and steel; lumber; paints, oils and varnishes; rubber; ceramics. Lumber and ceramics take a rather gloomy view—not one company of either industry reports present business as excellent, nor does a single one consider prospects for the winter in the excellent category. Furniture and rubber reports show not one company classing prospects for the winter as excellent.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—F. Trevor 60-inch stave cutter. Has not had much use—is in good condition. Address W. A. Sikes, Portville, N. Y.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—4,000 sets 13¼-inch MR KD Alabama Pine Heading. Very high grade—can be bought at right figure.

MUEHLHAUSEN COOPERAGE
Matawan, New Jersey

SECOND-HAND BARRELS FOR SALE

FOR SALE—Several carloads fresh empty oleo and malt barrels. Also several carloads reconditioned drums, washed. Address JOHN M. REISER AND SONS, 620 Portland St., Baltimore, Md.

POSITION WANTED

WANTED—Position as stave jointer. Address ELGY ROWELL, 501 Gregg St., Houston, Texas.

WANTED—Position as slack barrel cooper shop working foreman. Prefer northern or northeastern part of Ohio. Address "SLACK," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as superintendent or foreman of tight cooperage plant by a practical man. Address "POSITION," care of "The National Coopers' Journal," Philadelphia, Pa.

HELP WANTED

WANTED—Machine Cooper to make barrels on contract on Holmes' Five-in-one-(No. 157) Machine. Address STEPHEN JERRY & CO., INC., 495 Manhattan Ave., Brooklyn, N. Y.

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY

EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—In the best apple section of the State—Established cooperage and box business. Owner to retire. Wonderful opportunity for a live man. Address "A.L.C.," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Kingston, N. Y., tight barrel manufacturing plant. Located 90 miles from New York City on the West Shore Railroad, with private siding. Price $60,000, including all land, buildings, machinery and equipment, together with present good will. Capacity one thousand barrels daily. Now operating partial capacity. For further particulars write PROCTOR BROS. AND COMPANY, Kingston, N. Y.

FOR SALE—Complete equipment for the manufacture of slack heading and staves. All machines in running order. Priced low. Address BERRY LUMBER CO., Doylesville, Va.

Wooden Barrel Manufacturers' and Dealers' Directory

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast NInth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage — Associated Cooperage Industries — Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. *PHILADELPHIA, PA.*

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack
Staves
Heading
Hoops
Flour and Fruit Barrels

SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

Trade Reports and Activities in Barrel Using Industries

Further Gains by Chemical Industry as End of Year Approaches

The predicted continuation of heavy movements of industrial chemicals has become an established fact. The demand is developing along much broader lines with buyers' interest showing considerable gain in forward shipments.

There is a feeling of complete confidence in the trade that the last quarter of this year will compare favorably with the first six months. No doubt there will be a strengthening of prices due to the improvement in buying interest. There is no indication, however, of a change in prevailing price with regard to contracts as quotations have been attractive to producers and satisfactory to consumers.

There have been some sharp advances in the price of acetate of soda, but this has been due to the uncertain production of this particular commodity. Barium products are firm with a fair consuming inquiry, but heavy contract deliveries have featured the markets for caustic soda and soda ash.

An active inquiry for bicarbonate of soda is noticeable with actual orders placed sizing up to normal dimensions.

In fact it can be said that the entire chemical industry is in healthy condition with prospects for one of the best consuming years on record.

Alcohol Trade in Good Shape as Winter Comes Into View

There has been very little increase in new business placed with denatured alcohol producers, yet there is quite a call for shipments against contracts and deliveries have gained considerable momentum.

There is more activity present in the New England States than in other sections because of the advent of winter, which begins earlier down east than elsewhere.

However, the market generally is in a strong position and there is no likelihood of a letdown for the balance of the year.

Spasmodic Trading in Vegetable Oils

Activities in the vegetable oil field may be termed as spasmodic. Prices have broken somewhat but the reduction has had no appreciable influence on the demand.

Castor oil is one product among the vegetable oils that has evidenced an improvement. Larger shipments are going forward against current contracts and the price market is steady.

The weaker tone to the cottonseed oil market is reflected in crude corn oil. There has been a better demand for refined oils but the price has not been able to hold to its former basis.

Olive oil foots is having a fair call although the demand for commercial oils was spotty.

Buyers' inquiries for palm oil have not been plentiful but prices have held up. Conditions in the primary palm oil centers have wielded the greater influence in keeping prices firm.

It is the opinion of many in the vegetable oil trade that there will be no immediate change in present conditions, and that the fluctuations in demand and price will continue for a longer period.

Slowing Down Noted in Cotton Oil Trade

Business in cottonseed oil circles indicates a gradual slowing down, with prices declining to a small degree.

Consumer demand recently showed an improvement with the reduction of a quarter of a cent per pound for refined. The sentiment in the market is bearish and further declines will not surprise producers or buyers.

The weather reports so far are favorable to the cotton belt as a whole. Satisfactory and picking conditions offset the losses caused by excessive rains in the eastern belt. Estimates from private sources place this year's cotton crop at 14,505,000 bales to 14,830,000 bales.

After the Government has issued its report as to the possible crop total there will no doubt be a change in market conditions, but little improvement, if any, is looked for before that report is issued.

Paint Materials Show Improvement

Paint materials are showing an improved condition even though the demand is somewhat restricted.

Lead pigments are going forward in good quantities against contracts and buyers are making inquiries for additional supplies.

Lithopone is in active demand, and even the varnish gum market is steadier.

Seasonable quantities of Barytes are moving to consumers and the market still continues in a firm condition.

Zinc oxide, too, is experiencing an increased demand with orders against contracts continuing in good volume.

Linseed Oil Trade Watching Seed Market—Prices Are Strengthened

Prices for linseed oil fluctuated considerably during the first week of October, but at the close a gain of one cent per pound had been made.

Sellers are not rushing offerings and together with the buyers are keeping close watch on the seed market. Recent seed shipments from the Argentine to the United States totaled 874,000 bushels.

One development of interest is the diffidence of buyers with regard to linseed substitutes. This has had an effect upon substitute oil prices, especially China wood oil. There is also a lower demand for mixtures of soya and linseed oils, although good sized quantities were purchased early in the month.

Naval Stores Industry Seems to Have Improved

There is a fair demand for turpentine at this writing, but it is principally for immediate shipment. This produced an advance in price. A gain of 2 cents a gallon was noted over preceding quotations.

Conditions in the rosin field are better than recently and the market holds firm.

At present the call is for immediate needs, although trading at southern points for export took on an active aspect.

The interest in futures is fair with consumers looking to their requirements for the balance of the year.

Rosin oil holds steady with a moderate demand, while consumers are ordering out good sized quantities as well as showing an interest in quotations for nearby requirements.

Tallow and Grease Markets Are Weaker in Tone

Tallow has developed a weaker tone since last reporting. Prices in some instances have declined a quarter cent per pound.

There is a greater tendency on the part of producers to increase their offerings and with a lessened demand the market has changed from a sellers' to a buyers' market.

The demand for greases has shown a reflection of conditions in tallow. Offerings are more liberal with consumers evincing very little interest in the market.

Oleo stearine is also having a light demand and prices quoted are merely nominal.

Animal Oils Holding Steady

Among animal oils degras is experiencing a fair demand with prices generally steady. Buyers are taking fair-sized quantities for immediate need even though order placing is irregular.

The improved demand for lard oil has resulted in an advance in price. Neatsfoot oil is showing a gain over last month. Oleo oils and red oils are fairly active while stearic acid has been having an active call against contracts with consumers showing good inquiry for nearby requirements.

Report of National Manufacturers' Association Shows Gain for Industry as a Whole

Industry throughout the country at the present time is just a shade more favorably situated than it was a year ago; but numerous individual industries show distinct recessions from their position last year and present a somewhat disturbing tone to the general picture, according to the annual trade survey of the National Association of Manufacturers, presented at the annual meeting of that Association in New York City, October 14th, by J. Lewis Benton, general secretary of the organization.

A questionnaire, covering present trade, prospects for winter, comparison with last fall, production, sales quantities and values, employment, wages and labor conditions, was sent to three thousand members of the association the first of this month, with request that the report be made as of October 4th. The tabulation was closed October 7th, at which time nearly 1,000 replies had been received. The survey covers a compilation of something more than 9,000 detailed answers.

Taking the industries as a whole, of the companies reporting, 19 per cent class their present business as excellent; 45 per cent good; 31 per cent fair and 5 per cent poor. Last year they were classified, 17 per cent excellent; 41 per cent good; 34 per cent fair; 6 per cent poor. Prospects for the winter are regarded as excellent by 12 per cent; good by 54 per cent; fair by 30 per cent; poor by 4 per cent; while last year 14 per cent reported excellent; 43 per cent good; 36 per cent fair and 6 per cent poor.

Comparing the business done up to this fall with the same period last year, 53 per cent report better returns; 17 per cent less and 30 per cent find no change. A year ago the report was 50 per cent better; 25 per cent less; 25 per cent no change.

Production as compared with last fall is reported increased by 74 per cent of the companies as against 65 per cent last year; decreased by 26 per cent; increased sales quantities are reported by 73 per cent as against 65 per cent last year; increased sales values by 64 per cent as against 52 per cent last year. Depleted stocks are reported by 14 per cent this year as against 16 per cent last year; normal by 78 per cent this year as against 74 per cent last year; and over by 8 per cent this year as against 10 per cent last year.

Increased employment is reported by 69 per cent of the companies, decreased by 31 per cent; increased wages are reported by 91 per cent, decreased by 9 per cent, while 23 per cent of the companies report a shortage in skilled workers. One healthful thing is that labor troubles have been practically eliminated, the percentage of companies reporting no strikes being 99.74 and of those reporting strikes .26—less than one-fourth of one per cent.

Going into the individual industries, some unfavorable reflections appear. Twenty-three classifications of the basic industries are covered in the survey. Of these, twelve report gains that in some instances are slight and in other instances might be considered excellent advances. These twelve are clothing; electrical; farm products and foodstuffs; glass, crockery and porcelain; hardware and tools; iron foundries and machine shops; jewelry; leather, machinery, paper and pulp; stationery and printing; miscellaneous. Three industries seem to have just about held their own, building supplies, textiles and metals. Eight industries show a shading off. These are automobile accessories; chemicals; furniture; iron and steel; lumber; paints, oils and varnishes; rubber; ceramics. Lumber and ceramics take a rather gloomy view—not one company of either industry reports present business as excellent, nor does a single one consider prospects for the winter in the excellent category. Furniture and rubber reports show not one company classing prospects for the winter as excellent.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—F. Trevor 60-inch stave cutter. Has not had much use—is in good condition. Address W. A. Sikes, Portville, N. Y.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—4,000 sets 13½-inch MR KD Alabama Pine Heading. Very high grade—can be bought at right figure.

MUEHLHAUSEN COOPERAGE
Matawan, New Jersey

SECOND-HAND BARRELS FOR SALE

FOR SALE—Several carloads fresh empty oleo and malt barrels. Also several carloads reconditioned drums, washed. Address JOHN M. REISER AND SONS, 620 Portland St., Baltimore, Md.

POSITION WANTED

WANTED—Position as stave jointer. Address ELGY ROWELL, 501 Gregg St., Houston, Texas.

WANTED—Position as slack barrel cooper shop working foreman. Prefer northern or northeastern part of Ohio. Address "SLACK," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as superintendent or foreman of tight cooperage plant by a practical man. Address "POSITION," care of "The National Coopers' Journal," Philadelphia, Pa.

HELP WANTED

WANTED—Machine Cooper to make barrels on contract on Holmes' Five-in-one-(No. 157) Machine. Address STEPHEN JERRY & CO., INC., 495 Manhattan Ave., Brooklyn, N. Y.

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY

EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—In the best apple section of the State—Established cooperage and box business. Owner to retire. Wonderful opportunity for a live man. Address "A.L.C.," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Kingston, N. Y., tight barrel manufacturing plant. Located 90 miles from New York City on the West Shore Railroad, with private siding. Price $60,000, including all land, buildings, machinery and equipment, together with present good will. Capacity one thousand barrels daily. Now operating partial capacity. For further particulars write PROCTOR BROS. AND COMPANY, Kingston, N. Y.

FOR SALE—Complete equipment for the manufacture of slack heading and staves. All machines in running order. Priced low. Address BERRY LUMBER CO., Doylesville, Va.

Wooden Barrel Manufacturers' and Dealers' Directory

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company

112 South 19th Street, Birmingham, Ala.

All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage (Associated Cooperage Industries) Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US.]
PARAGOULD ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* | Wheel Listed
30x5/8" Ash Pork Staves
34x3/4" Red Oak Oil Staves; 36x3/4" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. *PHILADELPHIA, PA.*

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack
Staves
Heading
Hoops
Flour and Fruit Barrels

SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Weimar Engineering Works, Philadelphia, Pa. 3

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

COOPERS' FLAG

Henning, Inc., E., Chicago, Ill. 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 24
J. C. Pennoyer Co., Chicago, Ill. 13
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 24
Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 13
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 25
Tinkler & Webster, Liverpool, England 25

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
J. C. Pennoyer Co., Chicago, Ill. 13
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 24

NAILS, STAPLES, TACKS, CLEATS, ETC.

Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Greif Bros. Cooperage Co., Cleveland, Ohio 16
Heidt & Son, C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 25

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 13
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.
Wineman, Jr., Henry, Detroit, Mich. 16

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Greif Bros. Cooperage Co., Cleveland, Ohio 16
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. 3
Pennoyer Co., J. C., Chicago, Ill. 13
Powell Cooperage Co., Memphis, Tenn. 16
Sheahan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Vail Cooperage Co., Ft. Wayne, Ind. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. ..... I. F. C.
Wineman, Jr., Henry, Detroit, Mich. 16

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 13
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 13
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 25

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 16
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 3
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Welti & Bro., A. M., Cleveland, Ohio 25

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... B. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 13
Sheahan Co., B. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

There's Only One Wooden Barrel Paper

—THE JOURNAL IS IT!—

WOODEN BOXES are Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

WOODEN BASKETS, CASES AND FIBER CONTAINERS are all Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

BAGS AND SACKS are Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

STEEL DRUMS are Competitive with WOODEN BARRELS.

The JOURNAL STANDS for the WOODEN BARREL!

For over 44 years The JOURNAL has Championed the Wooden Barrel!

It is EXCLUSIVELY COOPERAGE!

Its Allegiance is NOT DIVIDED!

The JOURNAL will take your sales message direct to the buyer, no matter where he is. It's The JOURNAL'S business to know where he is, and it does.

Keep this fact in the foreground when planning your advertising for 1930.

IT WILL SAFEGUARD YOUR BUSINESS; PROTECT YOUR TRADE, AND PAY YOU A PROFIT!

THE NATIONAL COOPERS' JOURNAL

- ESTABLISHED 1885 -

Philadelphia

Tight Barrel Circled Heading

FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson **Tennessee**

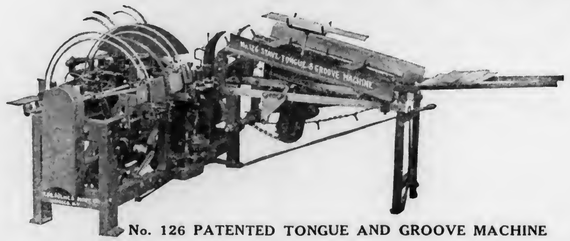
OVER FIFTY YEARS IN THE BUSINESS

The Best Life Insurance For

SLACK BARRELS

is Tongued and Grooved Staves

Buy the Holmes Machine



It Gives Best Results

No. 126 PATENTED TONGUE AND GROOVE MACHINE

E. & B. HOLMES MACHINERY COMPANY
45 CHICAGO STREET BUFFALO, NEW YORK, U. S. A.

FORESTRY LIBRARY

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

FEB 8 1930
FORESTRY LIBRARY

Tallow from Australia—Oils from the Orient—Resin from the South—All In Wooden Barrels
—Scenes of San Francisco Docks

Vol. 45, No. 7 Philadelphia November, 1929

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

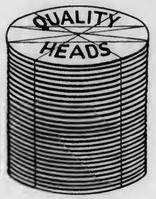
A good barrel cannot be made without good hoops
We ship { 75,000,000 / Seventy-five Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
Vicksburg Cooperage Co. - - - Vicksburg, Miss.
J. M. Peel & Brother - - - - Lake Village, Ark.
O. L. Bartlett - - - - - Mound City, Ill.
Ferriday Hoop Company - - - Ferriday, La.
Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by
STRUTHERS-ZIEGLER COOPERAGE CO.
412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

QUALITY HEADS



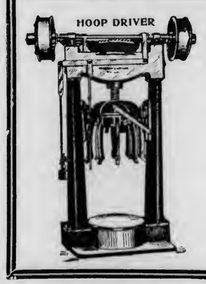
ALL SIZES
8″ TO 24″

Scientifically Made from Southern Pine
HEADS—HOOPS—STAVES

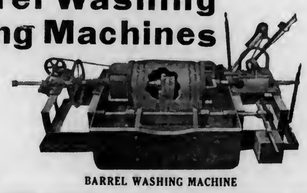
C. E. MURRAY
DECHERD - - TENNESSEE

Pine Heading a Specialty

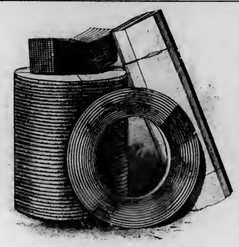
W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.
MANUFACTURERS OF
Yellow Pine Lumber and Timber, Hardwood Lumber, Pine Heading, Veneer, Crates, Lath, Etc.



WEIMAR ENGINEERING WORKS
Builders . . of . . Hoop Driving, Barrel Washing and Bung Hole Boring Machines
SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.


BARREL WASHING MACHINE

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office. Subscription price $2.00 a year—Foreign Subscription $2.50 a year.



SLACK BARREL STOCK

Elm, Wire and Steel Hoops
Gum, Tupelo and Cottonwood Staves
Pine, Gum and Hardwood Heading
Patented Curved Liners
STRAIGHT-MIXED-MATCHED CARS OR LOCAL LOTS
Our Established Responsibility is Your Protection

HENRY WINEMAN, Jr.
5 LARNED WEST, DETROIT
SALES REPRESENTATIVES:
LEWIS METCALF, Middleport, N. Y.
O. A. ROCKEFELLER, Germantown, N. Y.
J. F. WILSON, Martinsburg, W. Va.
FRED T. MEARS, Onancock, Va.
M. D. BROWN, 221 Board of Trade Bldg., Norfolk, Va.

CALIFORNIA BARREL CO., INC.
433 California St., San Francisco
QUALITY SLACK HEADING FOR SLACK COOPERAGE OF QUALITY
MANUFACTURERS OF
SLACK AND TIGHT STAVES AND HEADING

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

WARRIOR HEADS
means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE
Any size Heading from 12 inches to 24 inches

COOPERAGE
NATIONAL COMPANY
WOODENWARE
Tight BARRELS and KEGS
We Have Them—Large or Small
For Every Purpose
HIGH QUALITY PRICED RIGHT
Let Us Serve You
NATIONAL COOPERAGE & WOODENWARE CO.
PEORIA, ILL.
EST. 1864

COOPERAGE STOCK
TIGHT AND SLACK
BARRELS—KEGS
WILLIAM A. WORBOYS COMPANY, INC.
15 Park Row New York City

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels
All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel Is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils,
Red Oak Oils, Regular
Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

Barrels and Shooks
Cooperage Stock
JERRICO TRADE MARK BARRELS
MANUFACTURERS
495 Manhattan Ave., Brooklyn, N.Y.
STEPHEN JERRY & CO. Inc.

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. 13
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. 13
Weimar Engineering Works, Philadelphia, Pa. ..... I. F. C.

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

COOPERS' FLAG

Henning, Inc., E., Chicago, Ill. 4
Worboys Co., Inc., William A., 15 Park Row, New York City 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 24
J. C. Pennoyer Co., Chicago, Ill. 16
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. 13
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 24
Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 16
Trevor Manufacturing Co., Lockport, N. Y. 13

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 24
Trevor Manufacturing Co., Lockport, N. Y. 13

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 25
Tinkler & Webster, Liverpool, England 25

LINERS, CURVED ELM

Worboys Co., Inc., William A., 15 Park Row, New York City 4

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio 13
J. C. Pennoyer Co., Chicago, Ill. 16
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 24

NAILS, STAPLES, TACKS, CLEATS, ETC.

Hynson Company, The, Lebanon, Ill. 24
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio 13
Trevor Manufacturing Co., Lockport, N. Y. 13

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Greif Bros. Cooperage Co., Cleveland, Ohio 3
Heidt & Son, C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 25

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13
Wineman, Jr., Henry, Detroit, Mich. 3
Worboys Co., Inc., William A., 15 Park Row, New York City 4

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Greif Bros. Cooperage Co., Cleveland, Ohio 3
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 16
Powell Cooperage Co., Memphis, Tenn. 3
Sheahan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. ..... I. F. C.
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Vail Cooperage Co., Ft. Wayne, Ind. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13
Wineman, Jr., Henry, Detroit, Mich. 3
Worboys Co., Inc., William A., 15 Park Row, New York City 4

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio 13
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 16
Trevor Manufacturing Co., Lockport, N. Y. 13

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 16
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 25
Worboys Co., Inc., William A., 15 Park Row, New York City 4

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 3
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 16
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Welti & Bro., A. M., Cleveland, Ohio 25

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... B. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 16
Sheahan Co., B. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24
Worboys Co., Inc., William A., 15 Park Row, New York City 4

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

T. J. NASH
The Ozark Company

Why *I* am a *Member* of THE ASSOCIATED COOPERAGE INDUSTRIES

L. F. Horn, Secretary-Treasurer,
The Associated Cooperage Industries of America,
2008 Railway Exchange Building,
St. Louis, Missouri.

Dear Mr. Horn:

The various detailed activities of The Associated Cooperage Industries of America are at the command of every member, and are designed to help him in the maintenance of pleasant and profitable trade relations with member and non-member customers, and no thoughtful person ignores the incalculable benefit of the Association to the industry and to its members, nor doubts its absolute necessity in preventing chaos in the industry.

To enumerate the benefits I feel that we have received from the Association would take more space than I have at my disposal, but we do not question the fact that our returns from the Association are in keeping with the attention we give it and the effort we put into it.

Briefly and in general, we are members of The Associated Cooperage Industries of America because co-operative action of an industry is constructive in character and acts for the mutual benefit and welfare of every member.

Yours very truly,

T. J. NASH, President,
The Ozark Company,
Memphis, Tennessee

By becoming a member of The Associated Cooperage Industries of America, you will not only aid the cause of your industry and of your trade package—the Wooden Barrel—but you will also guarantee the future well-being and success of your own individual business. Send for membership application NOW. Help build a greater and more profitable Cooperage Industry. The coupon below is for your convenience.

The Associated Cooperage Industries of America,
2008 Railway Exchange Building,
St. Louis, Missouri.

Gentlemen: We want to join with T. J. Nash and The Associated Cooperage Industries of America in their co-operative efforts to build a greater Cooperage Industry, and to increase the use of the wooden barrel. Send membership application and full particulars at once.

Name.....

Address.....

We manufacture.....

.....

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, November, 1929 | $2.00 PER YEAR VOL. XLV, No. 7

Reduced Louisiana Cooperage Demand No Cause for Pessimism

Country Shops Preparing for Resumption of Produce Barrel Volume—Greatest Cane Crop in Years Being Harvested

Hard times and a dull market are the chief subjects of conversation in cooperage circles here, but this is largely a matter of habit, and must not be taken too literally, for although business is not what it should be everybody seems to be making a living.

No Grounds for Pessimism

The Southport Corporation, Inc., has every reason to be proud of itself and of the business it is doing. The Chickasaw Wood Products Company is making packages that are a credit to the trade, and if you think that barrel making is a lost art you should visit some of the smaller shops, where they are plugging along in the old-fashioned way, making high grade, handsome and durable barrels by hand. When you see the way N. J. Long, Inc., is producing slack barrels and shooks, how the Southern Cooperage Company is stocking up for the winter season, how the Burbank Company is turning out both slack and tight barrels, how A. B. Peyronnin, Jr., is handling every kind of package known to the cooperage trade, and how the Union Stave Company is still making stock as good as when timber cost less than one-third what it costs now, you would not see much reason for pessimism.

Something Always Turns Up

Whenever one line of trade is lost to the coopers something else at once turns up to take its place. While getting new business, however, we cannot help regretting that so many of our old customers are taking to substitute packages.

Very few produce packages are being used in this section now, for the very good reason that practically no produce is being shipped to distant markets, only enough vegetables being gathered to supply the local markets. A few barrels are being used, but baskets and hampers are the dominant packages seen in the markets.

Branch Shops Getting Ready to Meet Later Demands

The branch shops at the country shipping stations are still idle, as they are mostly dependent on the produce season, but they are being put in readiness to meet the demands that will begin in December and continue until late in the spring. Farmers are busy, planting the largest area ever given to vegetables in this State, and when these crops are ready for harvest the struggle between the barrel and the crate will be on in earnest.

Good Weather Results in Favorable Timber Operations

We have had some hard rains in the past few weeks, but taken all in all the weather throughout the summer and autumn has been unusually favorable for timber operations. The mills have done well and the tight stave men have been busy. There has been some activity in the tight stave yards, and many good shipments have gone out, both across the Atlantic and to Gulf and South American ports.

"Seatrain" Ferry Service From New Orleans to Cuba

In some cooperage lines Cuba has been our best as well as our closest foreign neighbor. One objection to shipping stock or cooperage to Cuba has been the expense of transferring shipments from cars to steamships, and the frequent damage of shipments through rough handling on lighters in Cuban ports or on Cuban docks, but this trouble is now a thing of the past, as we now have railroad ferry service from New Orleans to Cuba. The "Seatrain" is a giant ferryboat that carries 95 railroad cars, with their loads intact, at one load from this port to Havana, effecting a great saving of time and money, and doing away with the damage incident to frequent re-handling. To save time, freight and worry route your shipments via the "Seatrain," and your stock will, without being disturbed, reach Cuba in the same car and in the same order in which it leaves your siding.

Get Shippers Familiar With Cooperage Apple Hamper

This State does not produce apples in commercial quantities, and of those that reach this city from other sections but few are in barrels. Some years ago apple dealers put on the market a good many emptied apple barrels, which were readily sold to the shippers of potatoes, or of oysters in the shell. Then apple barrels grew fewer and fewer, as their places were taken by boxes. Nobody wanted to use boxes, and nobody wanted to receive apples in that style package, but there was a demand for the fruit in less than barrel lots, and the box was the only recourse, for the baskets of those days were too flimsy to trust. Recently the basket has been so improved that it is now a popular package among apple shippers, due to the fact that the shippers are not familiar with the cooperage apple hamper. This one-bushel cooperage tub should have been the complete answer to the demand for a small package, but it does not appear to have been pushed by its makers.

Best Cane Crop in Years Now Being Harvested

In spite of innumerable drawbacks general business is good in this section, for the greatest cane crop in many years is now being harvested, every cane mill in the State is at work, and the prosperity of the planters is felt in every branch of business.

Most of the shops in the city are now busy making sugar barrels, for a good many fair sized orders are coming in. Some of the sugar mills at a distance from town have bought stock and are making their own barrels, and if business in that line is not large the fault is not with the sugar mills, but with the producers of stock, for in most cases the business was there for them.

Some syrup and molasses barrels are being used, and a good many more are being made and held for future shipment. The largest shops, using machinery, of course get the best of this business, but there are enough small orders to keep the hand shops busy.

Brooklyn Cooperage Company Plant Doing Good Business

One of the great shops that caters to both the slack and tight trade is the plant of the Brooklyn Cooperage Company. It is just outside of the city limits, but its giant barrel trucks are conspicuous sights coming up some of the narrow downtown streets. The Brooklyn people are no longer numbered among the great producers of stock in this section, having largely exhausted their timber holdings here, but as they turn out nearly three million slack barrels and half a million tight barrels a year they may be said to be still in the business. Their main stock production now is on the Santee River, in South Carolina, where they have a 70,000-acre tract of timber, where they make both staves and heading.

Fishermen Having Good Season

The fishermen along the Gulf Coast are having a good season, and are using a good many slack barrels of various sizes. Dried shrimp are being shipped in high grade slack barrels, and green shrimp fill

a good many of the cheapest slack barrels that can be had. This oyster season promises to be the largest on record. The percentage of oysters that are shipped in the shell in barrels is exceedingly small, but still requires a good many barrels of the same quality that are used for potatoes.

Government Decree Advantageous to Wooden Barrel

New Orleans has a large trade with Honduras, and one of the trade regulations of that country is interesting. Consul General Ulloa has advised all American firms exporting grain and other products to Honduras to take note that by government decree, beginning October 1st, it shall be prohibited to import into Honduras sacks and bags that have been previously used, or that have served for the same purpose in other countries. This is a wise sanitary measure, and Honduras has found it necessary in order to avoid the propagation of diseases, either of man, beasts or crops. It is a pity that the measure could not have been made more comprehensive, so as to forbid the use of sacks and bags of any kind as containers of food for either man or beast. There is nothing equal to a sack as a collector and disseminator of disease germs.

Past Season a Busy One for Nova Scotia Coopers

With the Nova Scotia apple crop reported at a new high record of 1,846,860 barrels by the Federal Government, the cooperage industry has just closed one of the busiest seasons for many years. This year's apple yield was about 800,000 barrels in excess of that of the crop last year and a similar figure over the average yield for the past five years. The figures are actually 1,089,000 barrels and 1,034,730 barrels for last year and the five-year average respectively. This meant that coopers in the Maritimes were called upon to produce the majority of the barrels to house this large output, and many had to work at capacity to do so.

Flour milling operations will probably be curtailed to some extent as a result of the failure of a large portion of the cereal crops in western Canada but this source is not the mainstay of the industry.

The potato crop of the Maritimes, Prince Edward Island particularly, is less than that of a year ago. The indicated yield in the three provinces will be under 11,500,000 hundredweight as compared with approximately 15,700,000 hundredweight. The crop in Nova Scotia is estimated at 2,986,000 as against 3,280,000 hundredweight; in Prince Edward Island 3,791,000 hundredweight as against 5,708,000, and in New Brunswick at 4,806,000 as compared with 6,776,000 hundredweight last year.

Apple Crop Provided Canadian Coopers with Satisfactory Business Volume

Slight Recession Noted in Present Demand for Flour Barrels But Manufacturers Look Forward to Increase Very Soon—Prices Are Firm

A slight recession has been in evidence in the cooperage industry of the Province of Quebec during the past fortnight or so and business is reported to be slightly less than during the corresponding period of last year. The apple barrel demand is practically over for the season, all early varieties being harvested and packed, and the only remaining business from this source will be for the late varieties.

Commercial Apple Crop of 3,702,370 Barrels

The Canadian commercial apple crop had a total yield of 3,702,370 barrels as compared with 3,235,970 barrels in the previous year and an average of 2,985,570 barrels for the past five years. Nova Scotia had the largest yield, a total of 1,846,760 barrels; Ontario harvested 674,260 barrels; Quebec 139,800 barrels, and New Brunswick 20,000 barrels. British Columbia, with an indicated yield of 1,021,450 barrels, records a reduction from last year's crop which stood at 1,457,720 barrels.

Flour Barrel Volume Slightly Below Level

There is some reduction in the volume of orders for flour barrels, operations at the milling companies being reported on a slightly lower level. The partial failure of the wheat crop in the Canadian west was not expected to have a greatly adverse effect on milling operations in the east, but undoubtedly it is having some, the extent of which, however, cannot be estimated at the present time.

Montreal Cooperage Firms Expect Increased Orders From Flour Mills in Near Future

However, Montreal cooperage houses are looking forward to an increase in orders from the flour mills in the near future. About this time each year there is a movement of flour in barrels to the ports on the lower St. Lawrence. Here the stocks for the winter are gathered before the river is closed to navigation during the winter. The flour is transported in barrels because the population there consists largely of fishermen and the containers are used again to ship the fish to the larger centers. This movement has not yet materialized and the trade is anticipating it in the near future.

Tight Cooperage Trade Looks for Improved Conditions

The tight cooperage industry is not as active as last month or the corresponding period of last year. Paint factories are reported to be working at a lower rate than last month. In addition, the movement in pork barrels has slackened off considerably, although a betterment is looked for when the lumber camps commence operations, for a large quantity of pork is shipped to them in barrels.

Extensive Building Operations Result in Increased Activity in Nail Keg Field

The demand for small barrels for containing nails has been very active. This is, no doubt, due to the extensive building activity which is prevalent in the Dominion at the present time. In the city of Montreal building operations are far in excess of those of last year and the quantity of nails used will surpass previous records. The Canadian Tubing Company, Limited, is reported to be constructing a plant for the manufacture of nails, which will have a daily capacity of 500 barrels.

Prices Slightly Firmer

The unsatisfactory competition which was prevalent in the city of Montreal seems to be on the decrease, and prices are slightly firmer. The trade in general welcomes this firmness and is anticipating a much more stabilized market in the future.

Lack of Material Brings Canadian Coopers Into U. S. Markets

The Canadian market for supplies seems to have become depleted in the last month although prices have not changed materially. One Montreal cooper stated that he had been unable to obtain a supply of No. 1 staves in the Canadian trade and that he had placed an order for a carload with the Independent Cooperage Company of Fort Wayne, Indiana, the first purchase that he had made outside the Dominion this year. There is a scarcity of 30-inch hoops in Canada, particularly in the East, at present and many orders are being placed in the United States.

The reason for this undoubtedly lies in the fact that in the immediate past there was a dull market for staves and the supply taken from the woods last year was much reduced, it being stated that both the Trenton Cooperage Company and the Wallaceburg Cooperage Company, the main sources of cooperage supplies, made a large reduction in the cutting as a result of this dullness.

Will Move Plant

The McLenden Bros., who have been operating a stave plant near Glasgow, Ky., announce they will move the plant to Tompkinsville, Kentucky, having purchased the site formerly used by the Wilkerson Stave Company.

Excellent Conditions Prevailing in Louisville Cooperage Trade

Cottonseed Crushers Calling for Barrels and Kegs—Distillers in Limited Operations on Medicinal Whiskey—Outlook Good

Conditions in the Louisville market are looking extremely good, and the outlook has not been so good in several seasons as it is right now. In the first place a killing frost had not been experienced up to November 1st, which meant that packers of food products had a much longer fall running season, and have been consuming better than normal quantities of both tight and slack barrels.

Tight Consumers Busy

The cottonseed oil crushers of the South have been busy and demand for packages is reported as somewhat better than it was. The paint, oil, varnish and lacquer plants have been busy, especially the latter, which have shown considerable gains in volume for 1929, in spite of the fact that the automobile demand has been a little off the past few weeks.

Distillers Resuming Operations

And best of all, the distillers are resuming operations in a limited way. Of the two million gallons of medicinal whiskey to be produced this fall and aged four years for future needs of the drug trade, 70 per cent will be bourbon whiskey, produced in three plants, by four companies in Kentucky. The American Medicinal Spirits Corporation, Louisville, representing a $25,000,000 merger of several big companies, including R. E. Wathen & Company, Sunnybrook, Kentucky Distilleries & Warehouse Company, besides Cincinnati and Eastern companies, will make up the bulk of the contracts at the old R. E. Wathen plant in Louisville. The James Thompson & Company interests of Louisville, operating the old Glenmore plant, at Owensboro, Kentucky, will have a part of the contract, and the Brown Foreman Company, and Frankfort Distilling Company, of Louisville, will make up whiskey under their permits in the old Stitzel distillery in Louisville.

Will Begin Work Before December 1st

There is still some little red tape being completed regarding rules and regulations before the permits, now in the Federal Building, at Louisville, are finally placed in the hands of the individual distillers. However, that is mere routine and plans of the distillers call for starting up the plants early in November, although it may be close to December 1st, before some get started, figuring the time required in getting the plants ready to run and materials in hand.

Louisville Cooperage Company to Supply Barrels for Distillers

J. N. White, president of the Louisville Cooperage Company, reported that he had arranged to supply barrels for the three distillers operating in Louisville, but that the number of barrels each would need had not been detailed as yet. However, the company is making its plans for furnishing somewhere in the neighborhood of twenty-five to thirty thousand standard white oak, charred whiskey barrels of the bourbon type. In the old days distillers used barrels of 45-gallon capacity and up to a maximum of about 51 gallons.

As Mr. White remarked, "The business as a whole isn't a big thing, as compared with pre-prohibition consumption of barrels over the winter period, but it is a start, and it means that similar quantities of whiskey will be made up annually, according to medicinal consumption of the country." Under the plan of the Government it will be necessary to make up whiskey each winter so that it may be aged four years or more, and quantities made up each season will vary according to consumption. Indications are that the Government figured on having a surplus over the requirements for the next four years, and therefore would make up less this year than will be the case in succeeding years, as the old stocks vanish.

Bourbon Business Comes at Opportune Time

Bourbon business also comes at a season of the year when the food products manufacturers are in a slump. Due to the necessity of cold weather for cooling mash very few distilling plants ever ran over the summer months, another reason being the inability to keep flies out of such plants in summer, where the warm sweet barley and fermenting mashes drew flies like a sugar plant. In the old days the arrangement was ideal, with the barrel business of the distiller over the winter months keeping things going on a year-round basis. Of course the needs this year are much smaller than in those days, but on the other hand there is but one plant here to make up such packages.

Rye Whiskey Contracts to be Handled in Pennsylvania or Maryland Plants

Other than the 70 per cent bourbon whiskey the balance of the 2,000,000 gallons will represent rye whiskey, probably made in Pennsylvania or Maryland plants. No information is available now as to when those permits will be let.

Canalization of Ohio River Should Benefit Cooperage Trade

That the Ohio River is going to come into much large use as a transportation lane was shown a few days ago, when President Hoover came to Louisville for celebrations in connection with the completion of the canalization of the river its full length from Pittsburgh to Cairo, to give a nine-foot all-year boating stage, through systems of locks and dams. At Louisville a great riverside transfer station is now under construction by the American Barge Line Company, for transfer of rail and river freights, from barge to car, car to barge, or warehouse as the case may be. Other similar stations are operated at Evansville and other points, and more will be installed, to handle goods mechanically at low cost, using conveyors and other modern handling equipment. At the much lower freight rates from the lower Mississippi River Valley, even where twice handled by cars, it is believed that eventually much cooperage stock will come up from the Southland by river over the long hauls. This development is worth watching. One barge can handle many carloads at one time, and it requires many barges to make up one tow.

Notes of the Trade

The plant in Louisville of the Atlantic Tank & Barrel Corporation, which was closed down and dismantled last summer, has been leased to the W. R. Willett Lumber Company by the Hoboken, N. J., owners, the Louisville lumber interests desiring use of the kilns principally in drying lumber, but also figuring on using a part of its 44,000 feet of floor space for storage of lumber.

Neville Bullitt, retired Louisville broker, who formerly handled many cars of used barrels from local and State distilling plant bottling plants, reshipping them principally to alcohol and cheap whiskey plants in Illinois and Indiana, recently died at his home on First Street, of a broken hip, suffered in a fall at his home. Mr. Bullitt was 90 years of age.

Charles Boldt, 61 years of age, for years active in bottle, can and other container operations, at Cincinnati, Louisville, Muncie, Ind., Huntington, and other points, recently died at the Plaza Hotel, New York. A few years ago when the bottle business was a big thing, and distillers bought many, many carloads, Mr. Boldt had a branch distributing house in Louisville. The Boldt operations were merged in 1926 with those of the Owens Bottle Company. He was also active in the Continental Can Company.

Standard Dry Kiln Co. in Merger

The Standard Dry Kiln Co., of Indianapolis, Ind., which recently merged with the General Dry Kiln Co., the Welch Dry Kiln Co. of New Orleans, the North Coast Dry Kiln Co. and the Northwest Blower Kiln Co., not only manufactures and services Standard natural draft kilns, Softex, but also Welch recirculating kilns, internal fan and external blower forced circulation kilns.

The Greif Bros. Cooperage Company, Cleveland, O., has established a stave plant at Goodman, Miss.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

"WHO'S WHO" IN THE COOPERAGE INDUSTRY

H. F. NELSON
Secretary and Treasurer,
The Ozark Company, Memphis, Tenn.
Vice-President, Slack Branch—All Groups, The Associated Cooperage Industries of America

Semi-Annual Convention at Memphis One of the Most Successful Meetings Ever Held by Cooperage Association

CONGRATULATIONS are due the officers and members of The Associated Cooperage Industries of America on the successful Semi-Annual Convention held at the Peabody Hotel, Memphis, Tenn., November 5th, 6th and 7th. By actual spirit of co-operation and work done the semi-annual at Memphis was one of the most alive and progressive conventions that has been held by the cooperage association in many years.

The enthusiasm which reigned supreme during the three days' sessions could not have been greater, while the outstanding feature of the entire convention was the facility with which the officers were able to get the members into group meetings. The full lobby and empty meeting room, which has heretofore been the handicap of previous conventions, was completely reversed at Memphis, and it is gratifying to record that the membership-at-large has undoubtedly become cognizant of its obligation to extend to the association officers the co-operation so necessary to successful convention proceedings.

The plan of the convention reflected very impressively the careful and thoughtful efforts put forth by the officers of the association to make the Memphis semi-annual of the greatest possible interest and value to every one in attendance. The JOURNAL recalls past conventions at which papers on important subjects were read by members of the trade and by authoritative guest speakers, and in going back to old principles, as it were, for the recent semi-annual, we believe the association made no mistake since the addresses of former president M. L. Sigman on statistics and L. D. Boone on capital mergers were of merit and timely importance, while the talk by Dr. Hugh P. Baker of the United States Chamber of Commerce on the value of Associations and their place in industry will without doubt remain permanently in the memory of all who were privileged to hear it.

One of the striking truths of which the semi-annual at Memphis gave positive proof was one the JOURNAL has so long and earnestly advocated; namely, that with the membership as a whole in full support of association officers, it would take but a comparatively short time to demonstrate the worth and value of the association to the individual in the operation of his business.

The work accomplished at Memphis cannot help but result in many benefits to the cooperage trade. The spirit of co-operation which appeared to take on new life and purpose; the apparent willingness of the average member to jump in and do his part; the decisions made—especially the action which will make the chairman of each committee a member of the Executive Committee—all bid fair to serve well the future of the association and the industry it represents. It is the encouraged hope of the JOURNAL that this new life and purpose, or better let us say this renewed life and purpose, that has come to our trade association and which was evidenced at the Memphis semi-annual, will both continue and increase until the industry as a whole comes to look upon The Associated Cooperage Industries of America as a real bulwark for the protection and advancement of the cooperage trade and their trade package, the wooden barrel.

In extending sincere congratulations to all concerned in planning and making the semi-annual convention the fine success it was, the JOURNAL wishes to specially stress the credit due President E. A. Powell for his lion share of the work done and we believe that in so doing we are voicing the feeling of all his fellow officers.

The Question of Capital Merger and Centralized Selling as Applied to The Cooperage Industry

THE possibilities of capital mergers and centralized selling as the means of putting the cooperage industry on a more profitable plane of operation, were placed squarely before cooperage and cooperage stock manufacturers by L. D. Boone, president of the Boone Cooperage Company, Memphis, in his paper read before the Semi-Annual cooperage convention in Memphis, November 6th.

Mr. Boone believes that capital mergers in the cooperage trade will bring in their wake the same beneficial results that have been gained by other industries.

He points out that reduced administrative expense, economy in production, and lowered sales costs, will add materially to the profits of cooperage manufacture. He calls attention to the successes that capital mergers and consolidations have achieved for other industries in comparison with the meager returns to the cooperage trade from "intelligent co-operation."

The idea advanced by Mr. Boone is of such proportion and can have such diversified and far-reaching effect upon the cooperage trade, as well as upon the business existence of every one comprising the industry as a whole, that one can but counsel the utmost care and deliberation in considering the suggestion as made, while at the same time caution warnings are posted to make haste slowly in the matter of decision.

Just how much could be accomplished in the cooperage industry in the way of capital mergers is a wide-open question simply because of the extremely individualistic character and tendency of the cooperage trade, which very individualistic character and tendency has made it so difficult to bring about even the general "intelligent co-operation" the trade now enjoys.

As Mr. Boone expresses it, any capital merger in the cooperage field would make for contraction instead of expansion. With this prediction—or rather with this inevitable actuality, as a premise for deduction and consideration, the question instantly arises whether any merger or mergers that might be effected by any group or groups of manufacturers which might have for its sole purpose the corralling of as much of the present available business as possible without any progressive effort to extend the markets for cooperage could or would benefit the industry as an industry.

As stated above, the idea of capital mergers as applied to the cooperage industry has so many ramifications and its resultant effects would involve so many that to make snap judgment on the suggestion would be unwise. Therefore, the JOURNAL opens its pages for a full discussion, pro and con, of capital mergers and its alternative, centralized selling, as applied to the cooperage industry, and we urge that every member of the trade send us their expressions, views and opinions.

Let us have an open forum through the JOURNAL'S pages, in order that all interested in the continued life and welfare of their industry and their business may not only set forth their ideas as to the possible advantages or disadvantages of the capital merger and centralized selling proposition as applied to the cooperage industry but that such a consensus of opinion of the entire trade may thus be gained as will give every one a comprehensive grasp of the matter in hand.

"Business as Usual" Again the Slogan of the Industry

IN the hysteria which followed the recent stock market crash there were numerous gloomy predictions made as to the effect which the debacle would have on business. Fortunately, however, business merely listened to the pessimistic forebodings and then kept right on doing its job.

There is every reason to look forward to a continuation of good business for the balance of 1929 and during 1930. Naturally, the losses suffered by individuals through marginal trading will cut down the sales volume of luxuries, but so far as general industry is concerned it seems to be the opinion of business leaders, bankers and economists that there will be no let-up in the movement and demand for industrial products.

Moreover, the quick response which was made to President Hoover's calls for "prosperity conferences" by the railroads, bankers and industrialists, was not merely a gesture, but the result of the belief of hard headed business men in the future of America.

In Administration circles, an official summing up of business prospects for 1930 shows that there is much cause for a feeling of optimism. It is forecast that business may proceed with safety on a high plane of production and distribution without any fear of a reaction from an inflated stock market.

The JOURNAL has no qualms as to the future, both with regard to business in general and the cooperage trade in particular. The program of expanded construction by railroads, public utilities and industrialists is bound to keep money and materials in rapid circulation, decrease unemployment and guarantee the future well being of the country.

WANTS IN COOPERAGE LINES

Wanted, a stave manufacturer who will cut staves 28½" long, 5" to 2" thick, 2⅝" wide when dry unjointed, or narrow staves that can be jointed to that width. Quote price when writing. Address "Manufacturer," care of "The National Coopers' Journal," Philadelphia, Pa.

A firm in Glasgow, Scotland, desires to purchase staves, circle sawn and jointed, of ash, red oak, beech, or similar class of timber, and cask ends in beech or similar material. Address No. 42157 Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

Cooperage Trade Extension Suggested for Canada

TORONTO, ONT., November 16, 1929.

Editor, the JOURNAL:

Although interested in cooperage only in a small way I have been a subscriber to the JOURNAL for some years, as prior to entering my present business I conducted a small hand cooperage in this city. I have continued to subscribe to your paper as it keeps me informed as to what is going on in the cooperage line.

Personally I think there is a good prospect ahead for the tight barrel trade in Canada in re-establishing a demand for lines almost uncalled for at present, viz.: the wine trade which is now handled in bottles and jugs. If modern business methods were adopted by the few large cooperage concerns in the Dominion, assisted by the Associated Cooperage Industries of America in an advertising campaign, results might enhance trade for the future.

Very truly yours,
W. R. WESTCOTT.

Tight and Slack Cooperage Trade of Great Britain Showing Healthy Outlook

Trade shows an improvement over the last thirty days, and more inquiries are in the market than for the last three months.

In the tight cooperage field an increase in inquiries and orders has taken place lately, and the outlook is healthier. This improvement is very welcome, following a slack two months.

The slack cooperage trade continues good, although large quantities of stock arriving are going into store. This is quite usual at this time of the year, as importers must lay in supplies until next spring. The demand, however, has been very much in excess of what is customary at this time of the year.

Yours truly,
J. C. TINKLER,
Tinkler & Webster, Ltd.,
Liverpool, England.

The Associated Cooperage Industries of America
In Fourteenth Semi-Annual Convention, Memphis, Nov. 5-6-7

The Associated Cooperage Industries of America held its Fourteenth Semi-Annual Convention at the Peaboby Hotel, November 5th, 6th, and 7th.

Of the 200 or more in attendance at the meeting, there was not one who did not pronounce the Convention not only the most successful Semi-Annual ever held by a cooperage association, but also the most satisfying and progressive in point of accomplishment.

From the sound of the first gavel tap to the end when President Powell announced the close of the proceedings, there was a series of activities looking forward to the betterment of the cooperage trade, as an industry, and each individual cooperage and cooperage stock manufacturer.

The papers read during the sessions were of utmost interest and importance, pointing the way that will lead to complete trade stabilization, increased volume and more profitable operation.

M. L. Sigman, a former president of the Association, told the assemblage in a straightforward and forceful manner why the statistical service of the Association has not proved as valuable as it should. In a clear exposition of the facts he informed the members present the reasons for this failure, the hesitancy upon the part of the manufacturers to work along with the Association in compiling comprehensive statistics. He exhorted those in attendance to shake off the lethargy that has obstructed this very vital endeavor, and called upon them to get behind their officers in supporting the statistical service.

L. D. Boone, President of the Boone Cooperage Company, Memphis, made a splendid address on capital mergers and what he believes could be accomplished by this movement in the cooperage trade. This question has been in the minds of many in the industry for some time, and credit is due Mr. Boone for bringing the subject on the floor so that a full discussion of the advantages or disadvantages of such an innovation in the cooperage industry could be had. Whether for or against capital mergers, each individual in the trade will find Mr. Boone's address both valuable and enlightening.

The guest speaker of the Convention was Dr. Hugh P. Baker of the Trade Association Bureau of The United States Chamber of Commerce, and the manner in which Dr. Baker handled his subject of "The Value of Trade Associations" left no doubt in the minds of his listeners as to Association membership being the strong link in the chain of business success and prosperity.

Even as the talks and addresses illustrated the extensive efforts put forth to

President
E. A. POWELL, Memphis

guarantee a successful Semi-Annual, so too did the general business activities, and President Powell and his fellow-officers are fully entitled to the glow of gratification which they undoubtedly experienced at the close of the deliberations.

That it is their intention to guard the future of the Association and give it permanency and stability is demonstrated by the adoption of a reorganization plan which includes the placing of the chairman of each committee on the Executive Committee of the Association. If the Fourteenth Semi-Annual at Memphis can be accepted as a criterion of what may be expected in the future, there is no question about the continued progress of The Associated Cooperage Industries of America, and the cooperage trade as a whole.

Report of the Memphis Convention follows:

TIGHT COOPERS' GROUP MEETING

Vice-President Harry A. Wellford called the meeting of the Tight Coopers' Group to order at 11.00 A. M., November 6th.

Mr. J. L. Schmich, Chairman of the Committee on I. C. C. Specifications for Tight Barrels, was asked to submit his report on the work of that committee with the Bureau of Explosives with regard to Specifications.

After this subject was discussed thoroughly, the committee was commended for its good work. It was suggested that a meeting be arranged between the alcohol producers and the cooperage I. C. C. to go into the subject of specifications for tight barrels. The services of the Bureau of Explosives have been offered in this work, and have been accepted with much appreciation.

The next subject to come up for discussion was the matter of specifications of steel hoops for tight cooperage. After much consideration of this topic, Chairman Wellford appointed the following committee to work out specifications of steel hoops for all tight barrels other than I. C. C. Barrels, 5 gallons' to 50 gallons' capacity, these specifications to be submitted by the committee at the Annual Meeting in May, 1930: Carl F. Meyer, Henry P. Krallman, and Walter O. Johnson.

W. E. Braithwaite Talks on Simplification

Vice-President Wellford then called on Mr. W. E. Braithwaite, of the Division of Simplified Practice, for a short talk on Simplification.

Mr. Braithwaite said: "I will make a very short report on progress made on the status of the Simplified Practice Program. I want to say that I am a little disappointed in reports received so far from the tight cooperage manufacturers. We have received 25 acceptances from the coopers and about twice that many from stave and heading men. Of course we have received a large number of acceptances from other sources, but I would like to receive the acceptances of a greater number of the coopers. One of our jobs and one of the jobs of the Simplified Practice Committee is to do a little educational work after this goes through; quite a number of people don't attend the conferences; the results have not been explained to them, so it is really a matter of education from now on. I feel that we are making headway in the work, and that it is a matter perhaps which the cooperage people lay aside without going into thoroughly. I would like to see the few large manufacturers who have not already signed, get in line and co-operate in this movement, as I think it does give them advantages, greater economies in production and manufacture, greater profits from fewer sizes. Mr. Travis Smith was telling me how it has helped the stave man. As I see it, the only way to put this program over is to get back of it and push it.

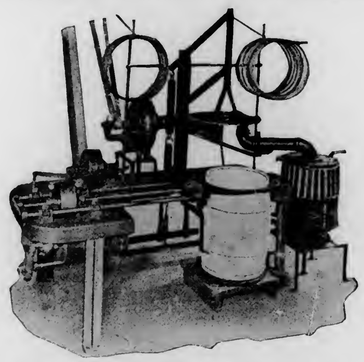
"I ran across this little statement in *Wood Construction*, titled 'Initiative': 'Initiative is that quality which leads a man to do things when they should be done without being told. The men who exercise initiative are the builders of the world; all other people are merely tenants and janitors.

" 'Nobody ever yet got to the head of the procession by following his competitors. All the big things in life are accomplished by

C. M. VAN AKEN
COOPERAGE CO.
BUYERS AND SELLERS OF
Staves, Hoops
Heading
and
COOPERAGE SUPPLIES
Promptness is our Motto
GOOD STOCK is what we want to buy
is what we aim to sell
ADDRESS ALL COMMUNICATIONS
141 Broadway, New York
WASHINGTON LIFE BUILDING

SAWYERS LIKE THIS ONE
The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.

26" x 53" SPECIAL STAVE SAWING MACHINE
SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG
THE GERLACH COMPANY
1708 Columbus Road
CLEVELAND OHIO



The highest point in machine efficiency is the
"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.
Are You Using a "Perfection?"
MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

TREVOR
Manufacturing Company
LOCKPORT, N. Y.
The Latest Improved Machinery
for
Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes
Complete plants
from the log to the barrel
Trevor Patent
Jumbo Heading
Sawing Machine
NEW
"TREVOR"
Sixty-Inch
Steel Wheel
Heading
Jointer
Send for
Catalogue
and
Prices

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

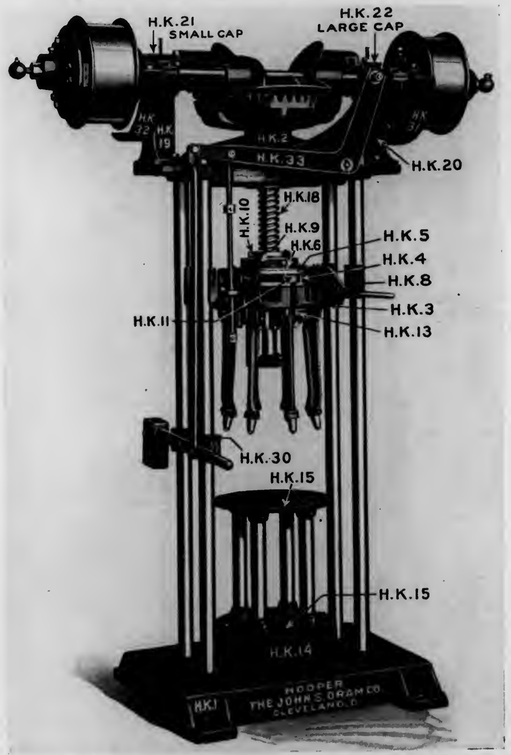
BARREL MACHINERY
Oram
CLEVELAND, O. U.S.A.

ORAM'S

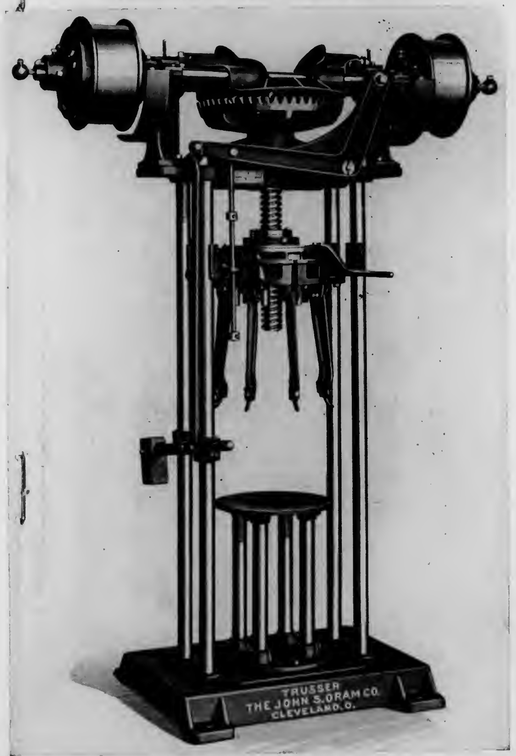
New Small Keg Machines for Packages, One-half-Gallon to Five-Gallon Kegs

LATEST UP-TO-DATE MACHINES

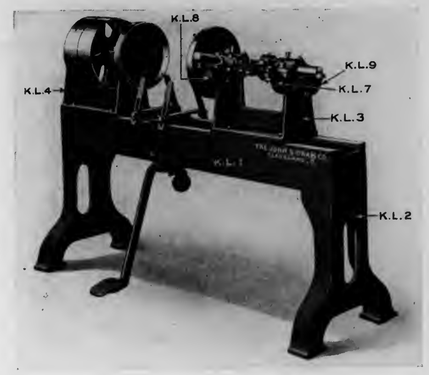
HOOP DRIVING MACHINE



TRUSS-HOOP DRIVING MACHINE

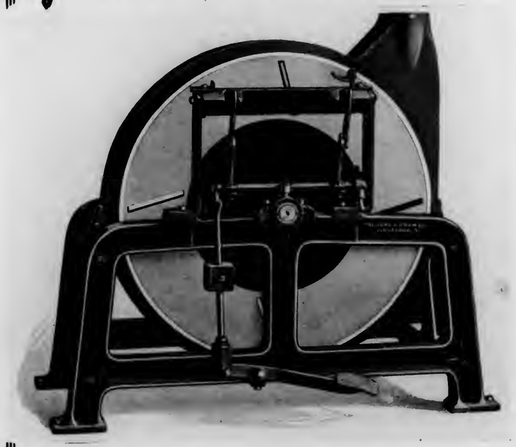


KEG LATHE
Also Can Fit Up With Plane and Rod and Rest

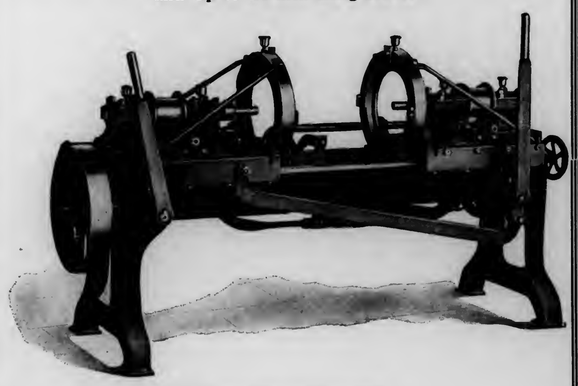


STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

STAVE JOINTER—8 Inches Up to 18 Inches



KEG CROZER—4-inch Diameter Head to 11-inch Diameter Head and Up to 20-inch Long Staves



FIFTY-SEVEN YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Mailed on Request
108 PAGES

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

Strength and Economy
in binding barrels with

American Steel & Wire
Company's
WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE,..Miners Bank Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

J. C. PENNOYER COMPANY

AGENTS LOVEJOY KNIVES

Tight Cooperage Stock

Slack Cooperage Stock

Cooperage Machinery

COMPLETE STOCK MEMPHIS

CHICAGO NEW YORK MEMPHIS

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

L. F. HORN, St. Louis
Secretary-Treasurer

striving to blaze new trails. When a man with initiative cannot do a thing one day he will do it another. He keeps trying; when it's time to quit he begins; when he is licked he begins fighting again. Initiative is the instrument which carries a man to success. As Elbert Hubbard once said: "The world bestows its big prizes, both in money and honors, but for one thing, and that is INITIATIVE".'"

"That is what you are doing here. You are blazing a new trail in the cooperage industry. Some of you have taken the initiative. To be a real success, every cooperage manufacturer must get behind the program, and we have every confidence that you will. It will mean money in your own pockets as time goes on and you realize the big advantage you possess in standardization and simplification. The Department of Commerce is at your service to cooperate with you."

P. H. Miller Wins Attendance Prize

The drawing for the attendance prize was next on the program, and a $10 gold piece was presented to Mr. P. H. Miller, of the Pekin Cooperage Company, Mobile, Alabama.

—

On motion, the meeting was adjourned.

SLACK BRANCH—ALL GROUPS

The Slack Branch—All Groups, came to order at 10.45 A. M., November 6th, at the call of Vice-President H. F. Nelson.

The first subject scheduled for discussion was that of Grade Rules and Specifications. Willard M. Davis, Chairman of the Slack Grade Rules Committee, was asked for his report. Mr. Davis read the following letter from Louis F. Horn, secretary and treasurer of the Association:

"We are respectfully submitting the following questions for consideration by your committee at its meeting November 9th:

"Referring to Paragraph 10 of the Slack Grade Rules covering No. 2 staves and reading as follows: 'No. 2 staves shall, unless otherwise specified, contain the meal barrel grade and be free from dead culls. Mildew and stains no defect.'

"Should not this include mold as no defect in No. 2 staves? Mold is considered a different defect than mildew and stains.

"Paragraph 8 covers meal barrel staves. Should not moderate mold also be included as no defect in meal barrel grade?

"We are attaching hereto specifications suggested by the Department of Agriculture for the cooperage hamper. You may wish to give consideration to these and if advisable have them adopted by the Slack Cooperage Group.

"Recently we brought to the attention of our I. C. C. Committee on Slack Barrels some items in the proposed revision of I. C. C. Specifications 11-A and 11-B, suggesting that they might wish to have a joint conference with your committee at Memphis. So that you may be informed on the items which we thought conflicted with the Grade Rules, we enclose herewith an outline of them for your attention. We are also enclosing copy of the proposed revision of I. C. C. Specifications 11-A and 11-B, so that you may have them before you in the event a joint conference is arranged."

Following the reading of Secretary Horn's letter, Mr. Davis said that from time to time the Grade Rules and Specifications Committee had received just such suggestions as covered by the communication. However, after very careful study the committee had always come to the decision that in their opinion the present Grade Rules and Specifications are as nearly perfect as it is possible to make them, and therefore the committee recommends that no modifications or changes be made in the rules.

Advocates Agreement Between Buyers and Sellers on Special Items

Daniel Burkhartsmeier, speaking on the Grade Rules and Specifications, said that he has always been of the opinion that there should be an agreement between the buyer and the seller when the order calls for any special grade of stock, or when the weight or thickness varies from the regular specifications. "In most of these instances," said Mr. Burkhartsmeier, "special thicknesses are required when tongued and grooved staves are wanted, and it is deemed better to leave the rules as they are and let the buyer and seller decide upon the special thicknesses and lengths. If the committee tried to make the rules cover every special item of stock, the rules would soon become very complicated and cumbersome. Therefore, I feel that Rule 22 covers the situation satisfactorily."

(Rule 22 reads: "Cement barrel and all other staves not specifically mentioned should be sold according to the local custom or by special agreement. Same will apply as well to bilge of such staves."—Editor.)

JOHN P. COLLIVER, Ashland, Ky.
Vice-President, Tight Stave and Heading Group

Chairman Nelson at this point called upon L. D. Boone, Boone Cooperage Company, Memphis, for his paper, titled: "Is Intelligent Co-operation or Capital Merger Preferable in Over-planted Industries?" Mr. Boone's address will be found on page 21 in this issue of the JOURNAL.

E. P. Voll Speaks on Cooperage Hamper

E. P. Voll, before giving his remarks on the cooperage hamper, placed a sample of the hamper on the chairman's desk. He informed the members assembled that in the apple season just past, samples of complete cooperage hampers had been distributed among approximately fifteen apple packers. The cooperage hampers have been filled with apples and placed in cold storage for the winter. So far, the cooperage apple hampers are being used by apple packers for export shipment. Mr. Voll believes that before the next year has gone by there will be a considerable number of uses found for the cooperage apple hamper, as the reception of this new container by the apple industry has been very encouraging. He again invited those members of the cooperage industry who are interested in the cooperage apple hamper to make a trip to the Corinth plant of his company in order to inspect the special machine designed for manufacturing cooperage hamper staves.

In answer to an inquiry from President Powell as to the cost of producing the cooperage apple hamper, Mr. Voll said the cost is approximately 2 cents per hamper in large quantities.

During the discussion which followed, the information was again given to cooperage and cooperage stock manufacturers that the purpose behind the cooperage apple hamper is not only to make possible a greater volume of business from the apple industry, but also to utilize all cooperage material to advantage. Mr. Voll stated that at present it is possible to produce 212 hampers a day, but that this amount will soon be increased to 250 per day.

John S. Fields Wins the Attendance Prize

A feature of the Memphis Convention was an attendance prize. Each member present was requested to write his name on a slip of paper. These slips were placed in a hat, and on the request of Chairman Nelson, Mr. Davis drew out the lucky name. John S. Fields, of the Fields-Latta Stave Company, Dyersburg, Tennessee, had all the luck, and won the attendance prize—a $10 gold piece.

—

After President Powell presented statistics relative to orders and staves on hand, the session was adjourned on motion.

TIGHT STAVE AND HEADING GROUP

The Tight Stave and Heading Group came to order at 10.30 A. M., November 6th, with Vice-President John P. Colliver in the chair.

of a majority of the coopers in this matter, and

WHEREAS, by all methods of reasoning their branch of the industry is the most vitally concerned; now therefore be it

Resolved, That each member of the Tight Stave and Heading Group pledges himself that when and after the tight coopers will take the lead in securing and compiling statistical data covering tight cooperage stock and the probable demand therefor, that he, the tight stave and heading manufacturer, will meet the tight coopers half way in this work and submit reports on his production and stocks on hand of tight barrel material. And, that until such action is taken by the tight coopers, the tight stave and heading manufacturers see no reason for their continued efforts along this line and therefore will make no further attempt toward compiling such data."

There being no further business before the Tight Stave and Heading Group, adjournment was made on motion.

in Mr. Krafft and he gave me advice and suggestions that enabled me to improve on the ideas I had. Therefore, we were able to appoint the committees under which the Association will function and still retain the chairman of each committee on the Executive Committee without any change in the by-laws; so from now on we will operate the Association in that manner. That is all I have to say as to the conduct of the Association.

"Since our last May meeting we regret to announce the loss to the Association and to the cooperage industry of our good friend, Andrew C. Hughes, late editor and manager of the *Barrel and Box*. A committee has been appointed to draw up a proper resolution to be forwarded to Mr. Hughes' family.

President Powell Introduces Dr. Hugh P. Baker

"I now want to introduce to you Dr. Hugh P. Baker who will address you on Trade

Fourteenth Semi-Annual Banquet, The Associated Cooperage Industries of America

The first order of business was an address by M. L. Sigman, past president of the Association, on the subject, "Are We Using The Available Association Facilities For Securing Statistics That Will Help Us Trade Intelligently?" Mr. Sigman's paper will be found on page 23 of this issue of the JOURNAL.

After Mr. Sigman had finished, the subject covered was discussed thoroughly from every angle. As a result of the discussion and the consideration of Mr. Sigman's remarks, the following resolution was adopted:

"WHEREAS, past experience has demonstrated that *incomplete* statistics covering stocks on hand are of absolutely no value, and

WHEREAS, the real ground work of the whole matter of statistics rests with the coopers, in that they are the one and only channel through which stock must ultimately flow to the consumer, and

WHEREAS, in the past there has been an apparent lack of co-operation on the part

GENERAL SESSION

In calling the General Session to order on November 6th, President E. A. Powell made the following remarks:

"I am not going to bore you with a long report. I want to call your attention to one or two things. Our membership has increased materially during the past six months, and the members that are on the books today are paying members. They are interested in the Association and what it is doing. We have more money than we had and our cash position is good. We have been able to do this without a paid secretary. The thanks, of course, are due to Miss Rogers and Mr. Horn. Mr. Horn and I have helped, but Miss Rogers has really done the work.

"When I took over the Presidency of this Association I had certain ideas, but I soon found I wasn't as smart as I thought I was; I encountered some difficulties; so I called

Association Work. Dr. Baker is connected with the United States Chamber of Commerce, and I know you are going to enjoy his talk."

Dr. Baker Addresses Members on Trade Association Work

Dr. Baker prefaced his address with the following short talk: "When President Powell asked me to come here and sit in with you, and endeavor to discuss some of our common business problems, I had the opportunity of talking to Mr. Horn. I told both of these gentlemen that I did not know your business. However, because of my experience in a line of business similar to yours, and because of some years of work with a national trade association and in the trade association work of the National Chamber, I might have something that would be of interest to you and help you in making your trade association mean more to you as an industry and in making

W. E. BRAITHWAITE,
Division of Simplified Practice

your Association more of a business organization—one that would make it possible for you to get a fair profit out of that business. I hope that what I have to say may arouse discussion, and if time allows I will be very glad to have questions.

"It gives me great pleasure to bring greetings from the United States Chamber of Commerce, a national federated organization, made up of some 1,500 local Chambers of Commerce and National and State Trade Associations.

"Your Association, in accomplishing the program which you prepared, is not your President, your Vice-Presidents, the other members of your staff, or the Association officers, but rather is it you men who are investing in Association work with the idea that you are to get sound returns from it. You are the Association. You determine its program and its policies, and the officers and staff carry out the principles and the program which you have laid down for them.

"You of course are operating your Association with a definite program and according to certain principles. The principles which you have developed as being those which should guide you in your work are not new principles in organized effort. There were trade associations operating under the same principles which apply in your work almost as soon as business began. And who is to say when business began among men?" [Full text of Dr. Baker's address will be printed in the December issue.—Ed.]

—

At the conclusion of Dr. Baker's address, Mr. Kahn in congratulating the speaker expressed the desire to read his talk when at leisure. Therefore, on motion, the secretary was instructed to reprint Dr. Baker's address and distribute a copy to each Association member.

M. L. Sigman moved that a rising vote of thanks be given Dr. Baker. This was done with much enthusiasm.

Mr. Braithwaite, when called on for a few words, said: "I know you appreciated Dr. Baker's talk, and it is very hard for me to follow such a man. It has been a great pleasure to work along with the Chamber of Commerce in connection with a program of Standardization. Dr. Baker's assistance along this line is very much appreciated."

—

There being no further business, it was moved and carried that the session adjourn.

TIGHT AND SLACK COOPERS' GROUP

Vice-President Harry A. Wellford called the Tight and Slack Coopers' Group to order at 11.00 A. M., November 7th.

The subject of Traffic Regulations was placed before the assembly, and this matter was discussed thoroughly.

Following this discussion Vice-President Wellford gave the following talk on "What Is The Relation Between Duplication of Sales Effort and Market Prices, and What Is The Remedy?"

Harry A. Wellford Talks on Duplication of Sales Effort and Market Prices

"In considering the possibilities of loss through duplication of sales effort and the remedy therefor, we are faced with two fundamentals:

"First, the elimination of competition by agreement which is illegal and a direct violation of existing laws.

"Second, by merger which would be of little benefit to the cooperage industry in competition with the substitute package which has been and is the real menace to the industry. As such a consolidation of sales effort would not have a tendency to raise or lower prices of raw material and would only be beneficial to the organizations merging, and that benefit only within their own organization, this would not affect the duplication of sales.

"There is a question as to whether the cooperage industry has lost out through internal competition and duplication of sales effort, or from the lack of co-ordinated effort in competition with the substitute. What we need is a saving through Standardization, which undoubtedly would bring about a better barrel at the same price. Let us spend more thought and energy on the elimination of the unfit in our industry rather than the duplication of sales effort."

—

Following Mr. Wellford's paper, Mr. W. E. Braithwaite, of the Division of Simplified Practice, was called upon for an expression on this subject. Mr. Braithwaite said, "I think Mr. Wellford's paper presents this matter in a very excellent manner. I think he has touched upon a very vital thing. I believe it is one of the ways your industry can put itself on its feet again. I have been meeting with you people for two or three years and, to my mind, this has been your best convention. There seems to be a new lease on life, and if you will permit me to say this—I will give you this for what it is worth. I think you have a great future ahead of you if you will adopt and accept some of these things that are recommended. If you take interest enough to come here, it seems to me that this is evidence that most of you are the outstanding men of the industry. It seems to me that I also observe a tendency toward a better co-operation in your industry. Yesterday I said something about this Standardization Program and I don't think you want to hear much more about it. There isn't the slightest use in half of you accepting this program and the other half not accepting it, because you will find the 50 per cent who do accept, will have to go out and compete with others. I would like to see you take hold of this. I think you have food for thought from Dr. Baker's talk."

C. E. Murray Also Lucky

The attendance prize for the Tight and Slack Coopers' Group was won by C. E. Murray of Decherd, Tennessee, who became richer by a $10 gold piece.

—

On motion, the meeting adjourned.

TIGHT COOPERAGE BRANCH—ALL GROUPS

Immediately following the meeting of the Tight and Slack Coopers' Group, Vice-President Colliver called the Entire Tight Branch—All Groups, to order.

Mr. Colliver asked W. E. Braithwaite to continue with the remarks he began during the meeting of the Tight and Slack Coopers' Group. Mr. Braithwaite requested that if in order he would like to have the balance of the time allotted to him taken up by discussion.

There followed a spirited discussion on the subject of Standardization of Tight Barrels and Kegs, in which the general membership of the Group participated.

On the request of the chair, Mr. Henderson, of the Bureau of Foreign and Domestic

DANIEL BURKHARTSMEIER
Daniel Burkhartsmeier Cooperage Co.

Commerce, gave a short talk, in which he invited the membership of the Association to visit the bureau's office at the Chisca Hotel.

Report of Grade Rules and Specifications Committee

V. W. Krafft submitted the report of the Grade Rules and Specifications Committee. He presented to the Group Session a proposal that the rules be clarified to provide for Paragraph 3, Note 9, which would read as follows: "On tight staves, kiln dried and jointed, it will be permissible to leave wood want of not to exceed ⅛ inch on the outside, measuring at the bilge."

On motion, the proposal was carried.

Mr. Krafft also brought before the Group a proposal that had originated some time ago, which had for its aim a recommendation with reference to the adoption of a 34-inch whiskey stave against a 35-inch stave. The only action taken by the committee was the suggestion that a committee be appointed to confer with the alcohol distilleries and the Bureau of Standards, with the view of ascertaining just which would be the more satisfactory. This committee could then report back to the Association, at which time the proper action could be taken.

P. H. Miller, while expressing as his opinion that the appointment of such a committee would be useless, nevertheless was willing to move that the committee be appointed. On second by Mr. Wellford, the chairman was instructed to appoint such a committee. Chairman Colliver asked Mr. Krafft as to the personnel of the committee, and Mr. Krafft advised that it consisted of the Grade Rules Committee, Wm. G. Tyler, E. R. Norton, Mr. Wrape, F. T. Smith, L. F. Horn, and V. W. Krafft.

The third matter presented to the Grade Rules Committee was that of providing a specification for the number of inches in all kiln dried and jointed staves.

Mr. Krafft said that the committee felt that 9-inch and 13-inch staves, kiln dried and jointed, are seldom purchased, and while the committee recognizes that there is no uniformity along this line, it might be well to have a specification that could be applied in the absence of anything to the contrary. He suggested the following:

16-inch to 17-inch staves..39 inches to set
21-inch to 22-inch staves..48 inches to set
24-inch staves .....56 inches to set

On motion by Carl F. Meyer, seconded by M. L. Sigman, the report of the Grade Rules and Specifications Committee was adopted.

On motion by M. L. Sigman, a vote of thanks was extended to W. E. Braithwaite for his interest in behalf of the Association.

A vote of thanks was also extended to Guy Frazier, Will Foley, and W. M. Davis for the courtesies extended to the Association members during their stay in Memphis, and also for the wonderful entertainment accorded on the night of November 6th.

On motion, the Convention adjourned.

A Message to the Cooperage Trade

By L. F. HORN, *Secretary-Treasurer, The Associated Cooperage Industries*

In looking back at our meeting in Memphis, November 5th-7th, to those who were in attendance, more than 200—the addresses that were made at the various sessions—the discussions that were carried on—the hospitality which surpassed expectations,—what appeared most significant over and above all other things, was the revival of a real spirit of helpfulness, one member to another; helpfulness toward working out the difficulties that are before the industry; and in the desire to render this help through the vehicle of the Association. This was the feeling or spirit that pervaded the entire Convention.

We do not wish to express high anticipations of miracles to be performed. But we do feel, and believe the membership is in accord with this feeling, that progress is being made, and that the situation will continue showing improvement with the cooperation which members assumed during the Convention in Memphis on committees, etc., and their expressed intention of carrying out the programs planned. At the end of the next six months' period some worthwhile progress should be apparent.

One of the vitally important steps taken during the meeting was the reorganization of the Association executive personnel on a committee basis. Various committees are being appointed to carry out the functions and activities of the Association, the chairman of each committee being a member of the Executive Committee. These committees are not yet confirmed, and in a later bulletin we will give complete details and explanation.

This Association has been in existence since 1916, and we can safely say that of all the addresses that have been delivered up to the present time, none contained more real truths, more constructive suggestions, nor a better program for actual accomplishment, than the talk which our members were privileged to hear from Dr. Baker at the General Session on November 6th. We anticipate that it will bear fruit in the Cooperage Industry. To that end, we have sent the address to Dr. Baker for editing, and upon its return we will mimeograph and mail a copy to each member for consideration at his leisure. We do sincerely hope constructive action will result, and that at least some of Dr. Baker's suggestions will be carried out.

Change in Association Inspection Service Fees

Heretofore, the fees for inspections made have not covered, on a six months' or yearly period, the expenses of the inspector in making such inspections. Effective, November 5, 1929, and thereafter, the charge for inspections, both at destination and at mill, will be the total expense of the inspector from Indianapolis, Indiana, and return to Indianapolis. There will be no additional fee, just the expense of inspector, salary to be borne by the Association.

Steel Hoops for Tight Barrels

Out of discussions between steel hoop manufacturers, Mr. W. E. Braithwaite, and tight coopers, during the Memphis Convention, as to simplification of steel hoops for tight barrels, the following committee was appointed to work out specifications for steel hoops for all tight barrels, 5 to 50 gallons' capacity, except I. C. C. barrels, the committee to submit report at May, 1930, meeting: C. F. Meyer, chairman; W. O. Johnson, H. P. Krallman.

New Plan for Compiling 1930 Census of Manufacturers

In 1930, for the first time, the Federal Census of Manufacturers will call for information on the number of days that constitutes the normal working week in the various plants, according to a recent announcement by the advisory committee on the census. The aim is to find out the proportion of manufacturers who operate on six-day, five-and-one-half-day, and five-day bases, and thus disseminate actual facts on this subject which is the cause of so much conjecture.

Migration of industry, from cities and established centers to more rural locations, or points closer the source of raw materials or closer to the market, is another phase which will receive special consideration. It is expected that this will show the effect of the movement on the changed locations in the demand for skilled labor.

Employment of women in industry will be studied carefully, also, and the committee hopes to discover how this factor has been influenced by mechanization, which has brought about changes in the character of workers required. There has been no authoritative information on this since 1919. Then it was found that of every 1,000 wage earners in factories 201 were women, as against 206 per thousand in 1909. Those in clerical work, however, increased, for while there were only 242 women per thousand workers in 1909, there were 362 per thousand in 1919. In numbers the women clerks and other similar employes increased from 140,000 to 374,000, or by 167 per cent, in the ten-year period.

Information on the number of shifts per day, and the number of hours of labor per week, will be compiled in more detail, and more extensively, than at any census since 1919. In addition there will be the usual questions on the number of wage earners and salaried persons, including monthly employment figures (the seasonal variations of employment in the several lines of manufacturing can thus be measured); and on the growing use of power and power equipment.

Is Intelligent Co-operation or Capital Merger Preferable in Over-Planted Industries?*

Capital Mergers Stressed as a Means of Solving Problems of Cooperage Trade—Control, Authority, Discipline Advocated to Gain Full "Intelligent Co-operation"

By L. D. BOONE,
President, Boone Cooperage Co., Memphis

For the past few years and at the present time newspaper columns have been full of statements relative to mergers of large and small business interests.

The fact cannot be denied that in the majority of cases, these mergers have resulted in decrease of overhead, lower prices to the consumer and larger profits to the manufacturer. These mergers have been so successful, apparently, that they have lost their malignancy in the minds of the public and the old trust bugaboo is a thing of the past. The Government at Washington, instead of fighting mergers as it did twenty years ago, is actually co-operating with the manufacturers to the end that much money is being saved in eliminating duplication of manufacturing supervision and sales effort.

The merger is merely recognition of the fact that in order to survive in these days of keen competition all dead wood must be eliminated and a plant in order to justify its existence should be able to show satisfactory profits.

One of the many advantages claimed for the merger over any co-operative manufacturing or distributing plan, is its ability to deliver to the consumer at the lowest possible price, a product uniform in quality and a production service beyond question.

Lack of Standardized Products Has Caused Loss to Cooperage Industry

If we attempt to emphasize in our industry the benefits to be derived from capital merger we realize instantly that fifty manufacturers of cooperage will make fifty different kinds of stock although there are only two or three grades. By a more centralized supervision it becomes possible to manufacture a more uniform quality and maintain a better satisfied consumer. The shipping of unequal grades and the manufacture of material not up to the standard for which it is sold has, as we know, cost the industry many thousands of dollars in the past and has rendered the industry the greatest disservice it could have suffered.

Mergers in Cooperage Trade Would Be Mergers of Contraction

While many mergers being made today are arranged with an eye to expansion, it is a fact that the majority of slack barrel stock manufacturers accept the idea that any merger of the slack barrel material industry would be a merger of contraction rather than one of expansion. While this may be true, it ignores the possible benefit from merger itself which could improve manufacturing processes and sales policies, so that serious contraction would be unnecessary and soon forgotten in the effort to improve service and develop new markets.

L. D. BOONE, Memphis

Manufacturing Costs Are Approximately Equal

The cost of manufacturing in our industry is practically identical in each plant. Timber costs are nearly equal—labor cost does not vary greatly. What is gained in shipping to a market with a favorable freight rate, is lost in shipping to another market where the rate is not so advantageous. There is a general feeling among the manufacturers in our industry that each one can make his product at a lower cost than the other. Actually there is little difference. Obviously it is better to make one-half million staves at a profit than it is to make a million at a loss.

The prevailing attitude is that consumption cannot be increased. Most of us think we know what customers there are to buy, and approximately how many staves each will require in a year; and feel that our only problem is to supply this demand at a reasonable profit to the mill. We can control our market, but we know that we cannot control the market for substitute packages. If we can deliver material to the consumer at a price which allows him a profit, you may be sure that we will continue to hold the good will of that consumer.

Believes Capital Mergers Will Solve Industry's Problems

I believe that capital merger is the solution of our problem, although there is another plan—*intelligent co-operation*—which competes but denies the right to existence of murderous competition that destroys profit.

At present there are, say, twenty dealers in slack cooperage stock, each maintaining a sales organization and office force and each bidding against the other on a margin of profit already too small—and multiplying by twenty the effect of a million staves that are on the market. If these twenty were reduced to four, or five, competition would still exist, and at the same time expense of selling and supervision would be reduced in the same proportion, without raising the price to the consumer. This saving could be turned into profits for the mills.

Thus far the two parts of the question which is my subject have traveled side by side. Intelligent co-operation, one would think, should rush with winged feet to the accomplishment of results so obviously desirable. Unfortunately, from past performance it must be regarded as one of those unstable quantities based upon an ideal conception of what man ought to be, rather than a practical every-day working knowledge of what he is; although it possesses every good quality except the very important one that it fails to work. The flying machine for some years was in the same condition—until at last the controls were adjusted.

Advocates Control and Authority Through Capital Merger

So it is with our problems. Control is necessary—authority-discipline. And in order to have authority in co-operation, a certain amount of capital merger seems a necessity—enough at least to secure obedience to agreements made in co-operative bargaining. There are as many dealers in slack barrel cooperage stock who do not manufacture as there are manufacturers. These brokers are not concerned with mill costs. They are only interested in their profits or commissions. They should have sufficient money connection so that they will not sell staves until the mills are

[*Address made during Memphis Cooperage Convention].

making a profit. In order to secure full co-operation, it is necessary to have a man's money, or some control of his money. Money talks.

For example, a second lieutenant may be a very good second lieutenant in the army; but put him out to handle men where he lacks the authority of his uniform and he is usually unable to get results. The men in the army know him for Second Lieutenant Smith, and they know he is supported by sufficient authority to put them in the guard house if they fail to obey him. In capital merger the capital becomes the means of discipline by which promises are made realities and good intentions are lifted from that place the poet assigned them as the paving stones of hell and made to be the cornerstone of true accomplishment.

Considers Forced Co-operation or Mergers the Only Way Out

Co-operation, even when qualified by the adjective intelligent, is not sufficient unto itself. Coercion of a sort is necessary to completion. With all his efforts to hide the fact, man remains a selfish creature. Each of us wants the other to make the sacrifices and leave ourselves to reap the benefit. That is human nature. Yet the situation demands that we tie ourselves together so that we must conform to the general good.

Other industries have improved their methods. Production methods of cooperage stock are practically the same as they were twenty-five years ago. In fact our industry has retrogressed—hours are as long or longer—wages have not advanced to any marked degree to conform with those paid to workers in other industries. We are not paying ourselves adequate salaries for the work we do, nor are we making a decent return on our capital investment.

Our industry should rest upon as firm a foundation as others. It is not lack of intelligence. We have men in our industry who rank in intelligence with those of any industry. There is a way out—the simple recognition of the fact that we must either co-operate or merge. My idea is that an intelligent combination of the two would be beneficial. Co-operation alone, as we have apparently been able to co-operate, has failed. Add to that, capital merger, and our problem is solved.

Closes Several Arkansas Plants

The Mays Manufacturing Company of St. Louis, Mo., have closed their tub and stave plants at Harriet, Leslie and Osage, Arkansas.

Start Stave Mill

The Monroe Stave Company has been organized at Tompkinsville, Ky., by Gid Hollinsworth and N. G. Lee. In addition to the establishment of a modern stave mill they have also installed a large yard for the storage of stave bolts from the surrounding farmers.

Potato Crop Estimated at 353,977,000 Bushels

With the many crops already dug furnishing a basis of estimating actual yields the United States potato crop is now expected to total 353,977,000 bushels compared with 345,177,000 bushels expected a month ago, 464,483,000 the record crop harvested a year ago and 382,756,000 bushels the five-year average production. Although the United States potato crop now appears to be somewhat larger than expected a month ago, the crop is still comparatively small and can be expected to market at prices favorable to New England potato growers. The present crop is practically equal to the 1926 crop, totaling 354,328,000 bushels.

The New England potato crop is now estimated at 55,355,000 bushels compared with 55,175,000 bushels expected on October 1, 1929, 48,092,000 bushels harvested last year and 47,253,000 bushels the average production of the past five years. October weather conditions were quite favorable to the digging of the New England potato crop.

In Maine the outlook at 46,440,000 bushels is unchanged from that of a month ago. This prospect is nearly 18 per cent larger than the crop harvested last year and about 25 per cent above the five-year average production of potatoes in Maine. Potatoes undug by the middle of October in Aroostook County, Maine, were quite seriously damaged by a heavy freeze. Outside of the damage from freezing the quality of the Maine potato crop this year is excellent. The tubers are good size, free from rot, scab and other blemishes.

The eight major late crop States (Maine, New York, New Jersey, Pennsylvania, Michigan, Wisconsin, Minnesota and North Dakota) now expect a crop totaling 174,893,000 bushels. This outlook is about 25 per cent less than harvested last year and 14 per cent below the five-year average. In the twelve minor western surplus States (South Dakota, Nebraska, Kansas, Montana, Wyoming, Colorado, Idaho, Washington, Oregon, California, Utah and Nebraska) potato prospects gained over 4 per cent during October and are now 21 per cent less than in 1928 and about 5 per cent below average. All twenty late surplus States now expect a crop 24 per cent less than that harvested last year and 12 per cent below the five-year average. Potato prospects in Pennsylvania and Washington improved materially during October.

The fourteen late deficient States (Delaware, Maryland, West Virginia, Ohio, Indiana, Illinois, Kentucky, Iowa, Missouri, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut) show an increase of 45 per cent over the outlook a month ago. While none of these States except Iowa show large increases nearly all of them indicate some improvement in prospects. The potato crop in these States is estimated at 59,046,000 bushels or 22 per cent less than harvested in 1928 and about 3 per cent below average.

United States Commercial Apples, 28,519,000 Barrels

The apple harvest is turning out much as expected a month ago. The commercial apple crop for the United States is now estimated at 28,519,000 barrels compared with 28,501,000 barrels expected a month ago, 35,268,000 barrels harvested last year and 32,468,000 barrels the five-year average 1923-1927. Production generally is quite light and quality far below average. Production is substantially heavier than in either of the low years 1921 or 1927 but otherwise is the smallest crop since 1907.

In New England the commercial apple crop is now expected to total 1,868,000 barrels compared with 1,820,000 barrels expected a month ago, 1,479,000 barrels harvested last year and 1,921,000 barrels the five-year average. This prospect is 26 per cent greater than last year's harvest but about 3 per cent below average. Harvestings somewhat better than expected in Maine, Vermont, Massachusetts and Connecticut were only partly offset by lighter crops in New Hampshire and Rhode Island. October weather conditions were generally favorable to the harvesting of the crop.

Harvestings in the principal barrel apple States outside New England (New York, Pennsylvania, Virginia, West Virginia, Ohio, Michigan, Illinois, Missouri) indicate a crop about 17 per cent less than harvested last year and 13 per cent below average. The principal box apple States (Idaho, Washington, Oregon and California) estimate their crop at 11,644,000 barrels, about 24 per cent less than last year and 7 per cent below average.

The pear crop for the United States turned out slightly better than expected a month ago. Grapes are a light crop this year in most of the important States.

Apples: Forecast November 1st

State	Commercial Production in Barrels Forecast Nov. 1, 1929	Final 1928	5-year Av. 1923-1927
Maine	692,000	287,000	538,000
N. H.	198,000	205,000	233,000
Vermont ..	198,000	110,000	153,000
Mass.	567,000	578,000	668,000
R. Island..	50,000	48,000	66,000
Conn.	163,000	251,000	263,000
Total N. E.	1,868,000	1,479,000	1,921,000
New York .	3,404,000	4,230,000	4,582,000
Penna.	762,000	1,043,000	1,141,000
Illinois ...	840,000	1,240,000	1,151,000
Michigan ..	1,206,000	929,000	1,413,000
Missouri ..	401,000	474,000	599,000
Virginia ..	3,100,000	3,700,000	2,252,000
West Va...	1,320,000	1,470,000	1,200,000
Idaho	1,280,000	1,500,000	1,340,000
Wash.	7,762,000	10,000,000	8,126,000
Oregon ...	1,200,000	1,600,000	1,454,000
Calif.	1,402,000	2,287,000	1,657,000
U. S. Total.	28,519,000	35,268,000	32,468,000

Are We Using the Available Association Facilities for Securing Statistics?*

Lack of Proper Support of Cooperage Trade Prime Reason for Incomplete Production Statistics—Manufacturers Must Have Confidence in One Another

By M. L. SIGMAN,
Monticello, Ark.

I have been asked to prepare and read before this Convention a short paper regarding whether or not we are "Using the Available Association Facilities for Securing Statistics That Will Help Us Trade Intelligently."

This question can be answered in three words—"We are not"—as each individual member present can testify. My remarks will touch briefly on how, in my opinion, this can be brought about.

The matter of statistics is almost a threadbare subject to bring up before you. It has to my knowledge been tried repeatedly for more than thirty years by this and former associations connected with the production of staves and heading for tight barrels to compile in condensed form figures indicating stocks of such, on hand and being produced, monthly and otherwise.

In my address to the Convention last November in Chicago, I touched on this subject, setting out the fact that because of such a small percentage of those producing staves and heading being members of the Association, it would be folly for the Association to undertake to gather statistics of available staves and heading on hand and being produced through its membership, in a voluntary monthly reporting system.

Statistical Information Has Not Been Sufficiently Complete

So far we have not been able to get reports from more than 50 per cent of the Association members producing barrel material. This, coupled with the fact that not to exceed one-third of those producing, held membership in the Association, left too small a percentage to be of value, in a statistical way. At the Chicago meeting it was decided to compile the statistics by States or certain bounded areas, each area being in charge of a responsible local member, who undertook to gather the information in his territory and report to the secretary in totals for his district. I am informed that only two very incomplete months were reported under this plan. So another failure.

Lack of Co-operation One Reason for Failure

There are two fundamental reasons why our various attempts to successfully gather statistics have always failed.

First: *Lack of co-operation:* Our failure to rally to the Association and make of it that for which it stands and should do for us. We have failed our Association in numerous ways, among which I might mention, our failure to attend its conventions, and during attendance at the convention, our failure to meet with our several groups and become a part of the real Association work. Rather have some stayed out of such group meetings, remaining in the

M. L. SIGMAN, Monticello, Ark.

lobbies of the hotels and by their action creating prejudice and really, if not intentional, influencing some other member to stay out of the meetings, some even going so far as to criticize the officers and committees who were trying with all their ability to serve the Association and the trade it represents.

Just try to visualize how successful and how easy our Association work could be made, and the great good that could be accomplished by it for us as members and for the trade in general, if we could get, not 100 per cent but even 80 per cent co-operation in all its work. Why, half our worries and troubles in the production and marketing of our products would be solved. Pages could be written on the value of complete co-operation in Association work. My time is too limited, besides I would only be calling your atttention to facts you already know. There is not a member present but who knows the value and success always obtained by co-operation. You are bound to admit that with all of us working together, to and for a common end, success would be assured from the start.

What a Difference Co-operation Can Make

Allow me to illustrate: "Did you ever see a little old town where everybody was pulling in the opposite direction from that of his neighbor? Where, maybe, two or three would try to get together as a unit to promote some civic good for the place and fail for lack of co-operation on the part of those who should be in the lead due to their financial ability and great influence, but who would rather *let George do it*, and by their action see the little old town go down, down, down? On the other hand, did you ever see this same little old town, when everything looked as though it had gone to the dogs for keeps, that there was nothing good in it and no hopes for improvement; when from somewhere there came a guiding hand which began to mold and cement a spirit of confidence and co-operation between every man, woman and child in the place? At this point, don't you remember how things began to pick up, how new public buildings were promoted and built, how parks were laid out and beautified, streets paved, churches and schools improved, banks and financial institutions strengthened, in other words a complete revolution from the old order of things. All brought about and paid for from within, and all due to one fact alone, confidence in each other and complete co-operation. Surely you have seen this? I have."

Want of Confidence Another Detriment to Cooperage Industry

Second: *Lack of confidence:* Confidence in ourselves, confidence in our neighbor producer, and not being willing to meet him half way on matters pertaining only to ourselves. Confidence in our direct customer, the cooper, believing that if we play the game square, furnish him with good staves and heads, enabling him to make a better barrel, always resulting in a more satisfied consumer, automatically creating more demand, resulting in a better price for us all, which after all is the most appealing thing and a natural result.

All this depends on *confidence.* When we shall have attained this confidence in ourselves and in our neighbor, I am sure we will have the full co-operation of the cooper to the end that he will submit, for statistical purposes, stocks on hand, both in materials and in barrels already made, together with his estimate of probable future demands for barrels necessary to supply his trade for the season. We each

[*Paper read before Cooperage Convention at Memphis].

know that all this information is absolutely necessary in order to compile valuable data complete enough on which to base our operations.

There is a Common Interest Between Cooperage and Cooperage Stock Manufacturers

While the manufacturing of staves, heads and hoops and the assembling of such material into barrels are entirely different operations, and usually done by entirely different operations, and usually done by entirely different interests, the common interest is mutual, and for statistical purposes, both interests will have to work as a unit. This can only be brought about by complete confidence all the way down the line; and when this is manifest I am sure we have brains sufficient within our ranks to work out a plan for gathering in an economical way statistical data complete enough to enable us to intelligently carry on.

Other Methods of Gathering Statistical Information More Expensive

On the other hand, if we are willing to plod along in the old rut, relegating our Association to the "junk heap" rather than building it up to the efficient point possible for its activities, to the point where each member will receive his proportional indirect dividend, I repeat if we are willing to plod along in the old rut, then, in this event the only way we will ever be able to compile valuable statistical data covering our operations, is to hire competent men to cover the entire territory and take it whether or no. This method would be very expensive, and there is a question in my mind whether or not the information obtained would cover the cost of securing it.

The co-operative plan would occasion no added expense, and would pay much larger dividends, in numerous ways, due more to the fact of co-operation among ourselves.

Statistical Information Would Solve Production Problems

So far as the production of barrel material and the requirements thereof are concerned, we are absolutely going it blindly. None of us knows whether we have too much or too little of these materials to meet current demands. We usually find out to our sorrow if we have over-produced. We have ruthlessly slaughtered virgin stands of timber which can never be replaced in our time, going it blindly, piling up staves and heads as far as our resources and credits would permit, and just about the time we figure we are fixed for a great volume, it begins to soak into us that we are loaded to the guards with products which cannot be marketed at a profit, and in most cases at a severe loss. *Money lost by not being posted.* Then again we may have concluded that there is a surplus of material, when before we realize it, there suddenly arises an acute demand, with too little of material on hand to meet it. Prices begin to soar. Then the worst thing happens for us. Our trade, which we figured was ours for keeps, begins to cast around in the substitute world for containers which it hopes will answer requirements for less money. *Business lost by not being posted,* and due to the keen scientific procedure of our competitor, this particular business usually stays lost to us.

The steel, wood fibre and other people manufacturing containers which have been and are being substituted for the wooden barrel, all know when to produce and when to quit producing. They know stocks on hand and the probable demand therefor, and due to this they are in position always to get a fair profit for their merchandise. Can we say as much?

Cooperage Trade Must Pull Together

Now, let's quit kidding ourselves, thinking we are able to stand alone regardless of the other fellow. You can't do it. We must pull together, and our Association is the only avenue possible to us, whereby scientific progress in our trade can be made.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—F. Trevor 60-inch stave cutter. Has not had much use—is in good condition. Address W. A. Sikes, Portville, N. Y.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

SECOND-HAND BARRELS FOR SALE

FOR SALE—Several carloads fresh empty oleo and malt barrels. Also several carloads reconditioned drums, washed. Address JOHN M. REISER AND SONS, 620 Portland St., Baltimore, Md.

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY

EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—In the best apple section of the State—Established cooperage and box business. Owner to retire. Wonderful opportunity for a live man. Address "A.L.C.," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Kingston, N. Y., tight barrel manufacturing plant. Located 90 miles from New York City on the West Shore Railroad, with private siding. Price $60,000, including all land, buildings, machinery and equipment, together with present good will. Capacity one thousand barrels daily. Now operating partial capacity. For further particulars write PROCTOR BROS. AND COMPANY, Kingston, N. Y.

FOR SALE—Complete equipment for the manufacture of slack heading and staves. All machines in running order. Priced low. Address BERRY LUMBER CO., Doylesville, Va.

WANTED—Towns having an abundance of suitable woods at low prices and healthy labor conditions can hear of sound business proposition by addressing "SUCCESS," care of "The National Coopers' Journal," Philadelphia, Pa.

POSITION WANTED

WANTED—Position as stave jointer. Address ELGY ROWELL, 501 Gregg St., Houston, Texas.

WANTED—Position as slack barrel cooper shop working foreman. Prefer northern or northeastern part of Ohio. Address "SLACK," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as foreman or superintendent of tight cooperage plant by a practical man. Address "TIGHT," care of "The National Coopers' Journal," Philadelphia, Pa.

HELP WANTED

WANTED—Foreman for tight barrel machine shop. Must understand machinery and stock. Opportunity for good man. State age, experience, and references. Address "FOREMAN," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

Wooden Barrel Manufacturers' and Dealers' Directory

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW WHERE TO GET THEIR WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US.]
PARAGOULD ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack Staves Heading Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

There's Only One Wooden Barrel Paper

—THE JOURNAL IS IT!—

WOODEN BOXES are Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

WOODEN BASKETS, CASES AND FIBER CONTAINERS are all Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

BAGS AND SACKS are Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

STEEL DRUMS are Competitive with WOODEN BARRELS.

The JOURNAL STANDS for the WOODEN BARREL!

For over 44 years The JOURNAL has Championed the Wooden Barrel!

It is EXCLUSIVELY COOPERAGE!

Its Allegiance is NOT DIVIDED!

The JOURNAL will take your sales message direct to the buyer, no matter where he is. It's The JOURNAL'S business to know where he is, and it does.

Keep this fact in the foreground when planning your advertising for 1930.

IT WILL SAFEGUARD YOUR BUSINESS; PROTECT YOUR TRADE, AND PAY YOU A PROFIT!

THE NATIONAL COOPERS' JOURNAL
- ESTABLISHED 1885 -
Philadelphia

Tight Barrel Circled Heading

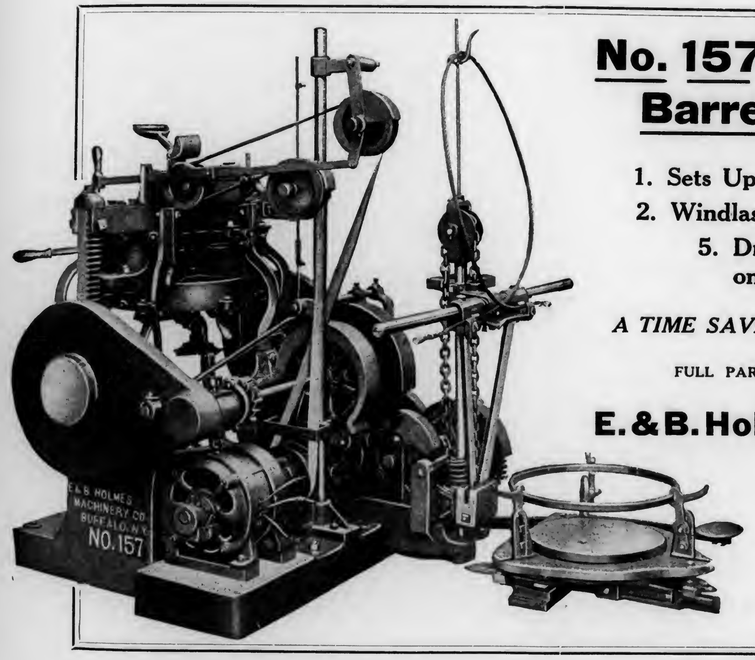
FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
Jackson **Tennessee**

OVER FIFTY YEARS IN THE BUSINESS



No. 157 Five-in-One Barrel Machine

1. Sets Up.
2. Windlasses.
3. Trusses.
4. Crozes.
5. Drives the Hoops on Slack Barrels.

A TIME SAVER—A MONEY MAKER

FULL PARTICULARS ON REQUEST

E. & B. Holmes Machinery Company
45 CHICAGO ST.
BUFFALO, N. Y.

FORESTRY LIBRARY

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

UNIVERSITY OF MINNE
FEB 3 1930
FORES

Merrie Christmas

With the coming of another glad Yuletide Season
When messages of great joy—expected and
Unexpected—greet us on every hand:
When gifts of loving remembrance
And thoughts of peace and good-will
Spread o'er the land:
The JOURNAL pours forth its best wishes
For the increased health, wealth and happiness
Of its every friend, not only for this
Christmas Day now awaiting our celebration,
But throughout the length and breadth of
All the days yet to come.

May Santa's Pack contain the heart's desire
Of each and all. That's the sincere wish that
Goes with our 1929 Christmas Greetings.

To Each and All

Vol. 45, No. 8 Philadelphia December, 1929

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

A good barrel cannot be made without good hoops

We ship { 75,000,000 / Seventy-five Million } per year

to the best trade making the best barrels.

QUALITY HOOPS

MILLS:
- Vicksburg Cooperage Co. - - - Vicksburg, Miss.
- J. M. Peel & Brother - - - - Lake Village, Ark.
- O. L. Bartlett - - - - - Mound City, Ill.
- Ferriday Hoop Company - - - Ferriday, La.
- Decatur Cooperage Company - - Decatur, Ind.

Distributed Exclusively by

STRUTHERS-ZIEGLER COOPERAGE CO.

412 CURTIS BLDG., COR. HAMILTON AND WEST GRAND BLVD., DETROIT, MICH.

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY

Memphis, Tennessee

ALWAYS USE

Since 1888, there has not been a working day that coiled elm hoops have not been made at one or more of our mills.

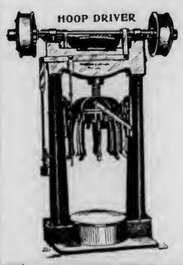
When you have

NOBLE STAMPED

coiled elm hoops and staves in your barrel, you cannot help but have a good one. Send us your inquiries for coiled elm hoops, staves, heading and basket material.

WM. K. NOBLE
Ft. Wayne, Ind.

HOOPS AND STAVES



WEIMAR ENGINEERING WORKS

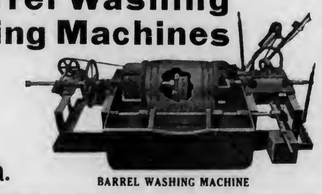
Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**

SPECIAL MACHINES BUILT TO ORDER

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

LET US KNOW YOUR REQUIREMENTS

Westmoreland and Jasper Sts., Philadelphia, Pa.


BARREL WASHING MACHINE

The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office. Subscription price $2.00 a year—Foreign Subscription $2.50 a year.

J. C. PENNOYER COMPANY

AGENTS LOVEJOY KNIVES

Tight Cooperage Stock

Slack Cooperage Stock

Cooperage Machinery

COMPLETE STOCK MEMPHIS

CHICAGO NEW YORK MEMPHIS

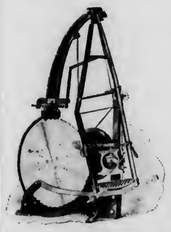
GERLACH MODERN

Stave and Heading Machinery

SAWS AND SAW TOOLS

Drag Saws
Bolt Equalizers
Stave Saws
Stave Jointers
Stave Crozers
Heading Saws
Heading Jointers
Heading Turners

Specializing in Complete Plants for Barrels & Kegs



Address:

The Gerlach Co.

1708 COLUMBUS ROAD

CLEVELAND, OHIO

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

WASHINGTON LIFE BUILDING

Trevor Patent Jumbo Heading Sawing Machine

TREVOR

Manufacturing Company

LOCKPORT, N. Y.

The Latest Improved Machinery *for*

Barrels
Staves
Heading
Hoops
Kegs
Pails
Drums
Cheese Boxes

Complete plants from the log to the barrel

NEW "TREVOR"

Sixty-Inch Steel Wheel Heading Jointer

Send for Catalogue and Prices

COOPERAGE
NATIONAL COMPANY
WOODENWARE

The reasons for nearly a half-century of steady growth are
Quality — Price — Service
TIGHT
BARRELS and KEGS
NATIONAL COOPERAGE & WOODENWARE CO.
PEORIA, ILL.
EST. 1864

COOPERAGE STOCK
TIGHT AND SLACK
BARRELS—KEGS
WILLIAM A. WORBOYS COMPANY, INC.
15 Park Row New York City

SOUTHPORT CORPORATION, Inc.
MANUFACTURERS
BARRELS SHOOKS
STAVES HEADS
ALL SIZES AND SPECIFICATIONS
HARDWOOD LUMBER
819 NEW ORLEANS BANK BUILDING
NEW ORLEANS
CABLE ADDRESS "ATLAS"

Chris Heidt, 2d
Chas. E. Heidt
ESTABLISHED 1860
Phones {1155 / 1156} Bergen
C. HEIDT & SON, Inc.
JERSEY CITY, N. J.

New Slack Barrels for all dry materials, chemicals, sugar, etc.
Tongued and Grooved Barrels a Specialty
BARRELS
Second-hand Barrels All Kinds Slack and Tight
We Specialize preparing tight barrels for all purposes
"A Used Barrel is Better Than a New One"
QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.

CHICKASAW WOOD PRODUCTS CO.
CHICKASAW COOPERAGE CO.
Barrels, Staves
Heading, Shooks
Kiln-Dried Dimension Lumber
GENERAL OFFICE:
Box 143, Binghamton Br.
Memphis, Tenn.
GULF DISTRICT:
Gretna, La.

E. HENNING, Inc.
Cooperage Stock
Manhattan Building Chicago, Ill.

M. L. SIGMAN
Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, etc., K. D. J. & B.
—Also Cut-Offs—
MONTICELLO - - ARKANSAS

Barrels and Shooks
Cooperage Stock
JERRICO TRADE MARK BARRELS
MANUFACTURERS
495 Manhattan Ave., Brooklyn, N.Y.
STEPHEN JERRY & CO., Inc.

Cooperage Exhibit by the Muehlhausen Cooperage, Trenton, New Jersey, During Trenton's 250th Anniversary Celebration

The National Coopers' Journal

Vol. 45 December, 1929 No. 8

IMPORTANT ARTICLES IN THIS ISSUE

Produce and Sugar Will Bring Much Business to Louisiana Coopers.... 7
Early Potato Growers Report Increased Acreage for 1930 8
Stave Trade Conditions of Bordeaux, France 8
Normal Demand for Cooperage in Louisville Trade 9
Editorials 10
Business Structure of Country is Sound..... 11
Trade Associations as Factors in Stabilizing Industry 12
Simplified Practice Programs in Other Industries Have Increased Sales and Profits 19
Trade Reports and Activities in Barrel Using Industries 21
Canadian Cooperage Trade is Confident 1930 Will Be a Good Business Year 22
Growth in American Foreign Trade Largest Since 1920..... 23

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Trevor Manufacturing Co., Lockport, N. Y. 3
Weimar Engineering Works, Philadelphia, Pa. ..... I. F. C.

BUNG MANUFACTURERS

Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

COOPERS' FLAG

Henning, Inc., E., Chicago, Ill. 4
Worboys Co., Inc., William A., 15 Park Row, New York City 4

COOPERS' TOOLS, TRUSS HOOPS, ETC.

E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... B. C.
Hynson Company, The, Lebanon, Ill. 25
J. C. Pennoyer Co., Chicago, Ill. 3
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Trevor Manufacturing Co., Lockport, N. Y. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 25
Hynson Company, The, Lebanon, Ill. 25
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 3
Trevor Manufacturing Co., Lockport, N. Y. 3

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 25
Trevor Manufacturing Co., Lockport, N. Y. 3

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 26
Tinkler & Webster, Liverpool, England 26

LINERS, CURVED ELM

Worboys Co., Inc., William A., 15 Park Row, New York City 4

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio 3
J. C. Pennoyer Co., Chicago, Ill. 3
Southern Stave, Saw & Machine Co. 112 S. 19th St., Birmingham, Ala. 25

NAILS, STAPLES, TACKS, CLEATS, ETC.

Hynson Company, The, Lebanon, Ill. 25
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 26
Stanley Co., The Geo. W., Belleville, Ill. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio 3
Trevor Manufacturing Co., Lockport, N. Y. 3

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26

SLACK BARREL MAKERS AND BARREL STOCK

Greif Bros. Cooperage Co., Cleveland, Ohio 16
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 25
Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 26
Skuse's Cooperage, Rochester, N. Y. 26

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 13
Noble, Wm. K., Fort Wayne, Indiana ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3
Wineman, Jr., Henry, Detroit, Mich. 16
Worboys Co., Inc., William A., 15 Park Row, New York City 4

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Greif Bros. Cooperage Co., Cleveland, Ohio 16
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. 13
Noble, Wm. K., Fort Wayne, Indiana ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 3
Powell Cooperage Co., Memphis, Tenn. 16
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 26
Smith Lumber Co., W. T., Chapman, Ala. 13
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... I. F. C.
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Vail Cooperage Co., Ft. Wayne, Ind. 26
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3
Wineman, Jr., Henry, Detroit, Mich. 16
Worboys Co., Inc., William A., 15 Park Row, New York City 4

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio 3
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 3
Trevor Manufacturing Co., Lockport, N. Y. 3

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 13
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 26
Worboys Co., Inc., William A., 15 Park Row, New York City 4

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 16
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. ..... I. F. C.
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Weiti & Bro., A. M., Cleveland, Ohio 26

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... B. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 26
Hennen Cooperage Co., The, Lake Providence, La. 26
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 26
Ozark Stave Co., Chicago, Ill. 26
Pennoyer Co., J. C., Chicago, Ill. 3
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 25
Worboys Co., Inc., William A., 15 Park Row, New York City 4

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 26

The National Coopers' Journal

FORTY-FIFTH YEAR | Philadelphia, December, 1929 | $2.00 PER YEAR VOL. XLV, No. 8

Produce and Sugar Will Bring Much Business to Louisiana Coopers

Cane Harvest Season at Its Height—Sugar Barrels Now Being Used—Pre-Season Activities in Produce

The greatest cane grinding season which this State has seen for many years is now at its height, and the large shops in this city which are working full time on sugar barrels say that there are a great many sugar barrels being used, while the shops not catering to this business, or which failed to get any orders, say that there is no demand whatever for sugar barrels. It all depends on the point of view. There can be no doubt, however, that there is a strong demand for syrup and molasses barrels, for all the tight shops have all of this work they can handle. They say that business is good, but it might be better. Still if it were much better they would have to enlarge their shops.

Coopers' talk is pessimistic, and they say that the trade is in a very uncertain state, but their work is much better than their talk, for when shipping orders are slow about coming in they keep right on at work, piling up barrels for future shipment, cheerfully tying up their money, while they refuse to admit that there is any hope of returns. Judged by the work they have been doing there is good reason for optimism.

The Shipping Container Question in the Vegetable Field

State and city department of commerce committees are holding meetings at the vegetable shipping centres, giving advice and instructions as to the proper methods of shipping produce, and claim that they are making great progress, yet to the lay observer the good they are doing seems to be rather questionable. A case to the point is in the shipping of carrots, which are now often shipped in sacks. When these sacks are piled up the slender carrots often break in two, or are otherwise damaged by the weight upon them. If the commerce committees wish to do some really serviceable work let them go to the rescue of these much abused carrots, and have them shipped in barrels.

Pre-Season Activities in Produce

Although the real vegetable season has not yet opened, there is considerable produce being shipped, onions, collards, spinach and some turnips going into barrels, celery into crates and lettuce into baskets and hampers. Potatoes are now being shipped in sacks, although it is acknowledged that new potatoes should always be shipped in barrels, to protect their tender skins from injury.

With the renewal of produce shipments some of the branch shops at the country stations resumed operations, as was anticipated, but others have not. Country roads have so improved in this section and the use of trucks has become so general that while the large shops are still booking country orders they prefer to reduce their overhead expense by making the barrels in their city shops and delivering them direct to their out-of-town customers instead of maintaining branch shops.

They Are Still Using Wooden Barrels for Fish

The shops that once did a thriving business in fish, shrimp and oyster barrels complain that they have lost out on this trade, and that fishermen do not use barrels any more, but the fact seems to be that several small shops have sprung up catering to the seafood package trade, and being conveniently located are getting the business. It is simply the old story of one man's gain being another's loss.

A Fast Growing Industry That is a Barrel User

A year or two ago the use of kegs for pecans became noticeable, and the keg was considered the best possible package for that purpose. Vast groves of young pecan trees are now bearing full crops, and both kegs and barrels are now used for the nuts. From a small side line the pecan is becoming one of our major crops, and indications are that the cooperage package will remain the favored container, this business replacing some of the lines on which the cooper has lost out. Naturally, the pecan barrel does not have to be very tight, but as it is used for displaying the goods it must be made of clean, bright stock.

General Cooperage Demand is Good

The makers of flavoring extracts and syrups are using a great many new barrels and throwing many used barrels on the market, with a brisk demand for these used barrels for molasses, or for holding various petroleum products.

The cotton oil mills are all at work, and the makers of vegetable lard and oil packages have plenty of work in that line to do. This, with the large molasses trade makes the tight barrel cooper prosperous, even though he denies it.

Louisiana does not rank as one of the great tobacco shipping States, but from the scenes on the docks here it would appear that somebody is doing a thriving business in tobacco hogsheads. Men handling these huge packages say that so many hoops are broken in transit that it would be a good idea for the makers to use flat, beaded steel head hoops on their hogsheads.

Woods Operations Retarded by Weather

Out in the timber section many lumber mills are closed down or are running only part time. Wet weather has reduced logging operations almost to a standstill and cooperage stock mills are not doing much. Stocks at the mills are said to be small, but for all that the coopers are buying staves and heading only as they need them, claiming that they have no trouble about receiving deliveries. They say that the prices of stock are entirely too high, though the makers of the stock might tell a different story.

Forest Fire Prevention Work

Up in Catahoula Parish the 33,916-acre Federal Government Forest Reserve is now a reality. An intensive program for fire prevention is now in operation, with two lookout towers. This Catahoula land is only the first of three units planned for the forest to be acquired, putting this State in the first place in reforestation. When and if the timber resources of the rest of the country are exhausted Louisiana will reap her harvest. In the meantime a large per cent of the gross income derived from these forest reserves will be devoted to the development of roads and schools, in lieu of taxes that would have to be paid if the land had remained in private ownership.

The timber mills of this State have had a distinguished visitor in the person of Prof. Nicolas Jouliskow, director of the forest research department of Soviet Russia. He says that Russia must increase her lumber production 170 per cent within the next five years, and he makes his hearers feel that his hopes will be realized. The purpose of his visit to this country is to investigate American logging conditions, American methods of transporting timber, and also to study the working of American sawmill machinery.

He says that Russia has no machinery, and must look to the United States for this. He is studying American methods, and will adopt all that he finds will be practicable and beneficial in his country.

Russia a Market for American Barrel Machinery

Regarding staves, he says that his country practically controls the stave supply of many centres in Europe, but that his countrymen are sadly handicapped by the lack of machinery. He is of the opinion that Russia affords a vast market for American barrel machinery, and that firms having such to offer should at once get in touch with the Amtorg, the Soviet trading corporation in this country.

If Russian stave makers are competing with American producers in the European markets, which is certainly the case, why not make the best of a bad bargain and supply them with American machinery? Or, better still, why not establish stave mills in their country?

In the lifetime of this Journal stave makers have moved from Ohio into Arkansas, then, when their timber holdings were exhausted, have moved from Arkansas to Oregon. Why can they not go even further? If timber is growing scarce and costly in their present locations let them locate in Russia and show the Soviets some real up-to-date stave making.

Early Potato Growers Report Increased Acreage for 1930

Early potato growers in eleven Southern States report intentions to increase the acreage of potatoes about 12 per cent over that planted in 1929, according to reports to the Bureau of Agricultural Economics of the United States Department of Agriculture. If these intentions are carried out a total of about 238,400 acres of early potatoes will be planted in 1930 as compared with 213,450 acres in 1929 and 299,320 acres in 1928.

Florida growers report intentions to increase their acreage 36 per cent over that planted in 1929, which is 10 per cent more than was intended on September 1st, as stated in the Early Potato Outlook Report for the lower Rio Grande Valley of Texas and Florida, released September 13th. This brings the intended acreage to be planted in 1930 by Florida growers to 30,200 acres, or approximately that planted in 1928. Texas growers intend to increase 16 per cent. The reported increases for the remaining States are as follows: Alabama 27 per cent, Louisiana 15 per cent, Georgia 33 per cent, South Carolina 8 per cent, North Carolina 9 per cent, Arkansas 19 per cent, Oklahoma 15 per cent, Virginia 2 per cent, and Maryland 9 per cent.

This statement of farmers' intentions to plant is not a forecast of the acreage that will actually be planted. It is simply an indication of what farmers had in mind to plant at the time they made their reports, compared with the acreage planted by them last year, and is issued by the Bureau of Agriculture Economics at the request of the growers for the purpose of aiding them in formulating their plans for the coming season. The acreage actually planted may be larger or smaller than these early intention reports indicate, due to weather conditions, price changes, labor supply or limitations of credit, and the effect of this report upon producers' action.

Another report on intentions to plant potatoes will be made by growers in January and considered in the preparation of the annual outlook report on potatoes which will be issued January 27, 1930, by the Bureau of Agricultural Economics. The latter survey will include reports on intentions to plant from growers in the northern main crop potato States.

Reports of Early Potato Growers' Intentions to Plant With Comparisons, as of November 1, 1929

State	1928 Acreage	1929 Acreage	Intended Acreage 1930	Intended 1930 Acreage as per cent of 1929
Florida ..	30,350	22,200	30,200	136
Texas	25,400	19,090	22,100	116
Alabama .	17,700	8,670	11,000	127
Louisiana .	21,800	15,100	17,400	115
Georgia ..	2,500	1,500	2,000	133
S. Carolina	24,000	12,000	13,000	108
N. Carolina	46,400	27,000	29,400	109
Arkansas .	6,030	3,440	4,100	119
Oklahoma .	17,000	11,900	13,700	115
Virginia ..	90,900	77,900	79,500	102
Maryland .	17,240	14,650	16,000	109
Total ..	299,320	213,450	238,400	111.7

Stave Trade Conditions of Bordeaux, France

Consul Lucien Memminger, Bordeaux, October 10, 1929

In spite of the favorable outlook as regards crop, the market for imported staves for use in the manufacture of barrels for wine storage shows only a moderate degree of activity. The demand is dull for 36-inch white oak staves, but firm for 42-inch white oak staves for the Midi region, the market center of which is at Cette.

Firms handling staves report that the market situation at Cette at the present time is of considerable interest as regards 42-inch staves, particularly white oak, there being less interest in red oak. Prices now being asked are $400-$440 per 1,000 c. i. f. Cette, for 42-inch white oak staves, depending on quality, and red oak staves about $100 less. A good proportion of these staves are sold through Bordeaux, shipment to Cette being made by way of the Midi Canal.

As regards 36-inch white oak staves the prices on American staves are only nominal on account of the small amount of business passing, but the average price offered is said to be $225-$240 per 1,000 staves c. i. f. Bordeaux.

The situation as regards dominance of the market by Russian staves continues unchanged and for some time past American imports have been light. Stocks on hand of Russian and American staves are stated to be sufficiently large to take care of present needs, together with the arrivals occurring in the normal course of business.

According to statistics obtained from the customhouse, the total arrivals of staves in special commerce in the nine months ended September 30, 1929, amounted to 6,600 metric tons as compared with 5,882 tons during the same period in 1928. The detailed statistics for the nine months ended September 30, 1929, are as follows:

Imports of Oak Staves at Bordeaux, January-September, 1929

Country of origin	*General Commerce Metric Tons	*Special Commerce Metric Tons	Value Francs
Russia	7,562	6,039	7,931,000
United States ...	287	312	361,000
Poland	177	177	357,000
Algeria	46	46	69,000
England	26	26	43,000
	8,098	6,600	8,761,000

(*General commerce includes all merchandise arriving whether declared for immediate consumption or for storage; Special commerce includes all merchandise sent into consumption, i. e., entered upon payment of duty.)

Potato Barrel Business a Bright Spot in Eastern Slack Cooperage Trade

The month of November has been marked by constant falling off in the demands for slack barrel cooperage. As considerable of the slack cooperage business of the East is dependent upon fruit packages, the month of November is generally looked upon as a rather light month. Usually, however, a few rush orders will come in during the early part of the month and some orders placed for the winter months, but November this year has shown a dearth of such orders. Those fruit barrel manufacturers who have run short of any particular kind of stock have been able to buy or borrow it from neighbors who, under present conditions, have been well pleased to accommodate. Quite a number of the Hudson River coopers were unable to work up the material this year that they carried over from the year before.

The potato barrel business with sawn pine staves and air dried pine heading is at present a bright spot in the horizon. Orders during November for this class of material have been coming in fairly well. Arrangements are being made to plant about the normal crop and there is an optimistic feeling among the planters for the coming year.

There has been a fairly good demand for cooperage to be used for barrels of promiscuous kinds and classes. This business has been normal, but the fruit barrel business is such a large factor in the slack industry of the East that even though other lines may be normal it requires a good fruit demand to bring up the volume to the point where it would be considered attractive, and the absence of this during November is what has created more or less of a pessimistic feeling among the eastern cooperage people. We are looking for a better demand in December.

C. M. VAN AKEN, *President*,
C. M. Van Aken Cooperage Co.,
New York City.

Business in Louisville Cooperage Trade Normal for This Period of Year

Consumers of Barrels and Kegs Making an Average Demand Upon Coopers—Distilling Operation Has Aided Volume—Tobacco Hogshead Outlook Excellent

General lines are showing normal demand for this season of the year, while the distilling business is responsible for a bit of business that the cooperage industry has not been favored with for the past several years, which makes the situation look just a trifle brighter.

Operation of Distillers Has Helped Cooperage Trade

In Louisville two distilleries are operating, the Stitzel Distilling Co., producing approximately 40 barrels daily; and the American Medicinal Spirits Corporation, which is producing 165 barrels daily. The Stitzel plant plans to operate for about seven to nine months, for with its relatively small capacity it will require considerable time to complete the number of gallons called for by its permit. The American, which has a large producing capacity in the R. E. Wathen plant, is running but half capacity, and figures to complete its permit gallonage in about ninety days or a little more. The Stitzel plant is making whiskey for its own brands, those of Brown & Foreman Co., W. L. Weller & Sons, and the Frankfort Distilling Co. The American is distilling for the various subsidiaries merged into that company, including Sunnybrook, Kentucky Distillery & Warehouse Co., and others. On completion of bourbon contracts, the plants will close down for a year, until new permits are issued. According to the plan adopted, the supply of whiskey will be made up each year, based on previous annual consumption, and aged for four years. The American also has a permit for 5,000 barrels of rye whiskey, which will be made in one of its rye plants in Baltimore.

The only other permit in Kentucky went to the Glenmore Distilling Co., with offices at Louisville, and a plant at Owensboro, Ky., which will be in operation the closing days of December, producing 50 to 60 barrels daily, for about two months.

The demand from the distilleries cannot be called big business, but a daily movement of more than 250 barrels to Kentucky distilleries, during the off or winter season, is worth-while business. Again it represents a high priced, fine type of package, which carries a reasonable profit. Such packages must be made of choice white cak, bourbon material, and charred.

Whiskey Barrel Stock Plentiful

Stock for producing whiskey barrels has been more plentiful than had been anticipated, and no trouble is anticipated in getting all the staves and heading needed for the purpose. The Louisville Cooperage Co., had fair stocks in hand, and has been able to draw on its Southern yards, and other connections for supplies as needed.

Tobacco Hogshead Volume Better Than Normal

The tobacco hogshead manufacturing plants throughout the State will have a better than normal business this season, due to the burley tobacco crop being much larger than usual and the dark tobacco crop in western Kentucky of fair size. The Kentucky crop this year is estimated at 350,000,000 pounds. Burley tobacco is packed about 900 pounds or more to the hogshead; and dark leaf, which is much heavier, will average 1,200 pounds and up per hogshead. It will require quite a number of hogsheads for packing and shipping the production from the loose leaf warehouses to tobacco manufacturing and cigarette plants. Tobacco comes in from the farm in loose form on trucks. It is then placed in baskets, and sold at public auction on warehouse floors in many cities. The warehousemen place the tobacco in hogsheads, take care of the shipping for the buyer—the latter buying the hogsheads. The American Tobacco Co., P. Lorillard Co., Liggett & Myers, Southwestern Trading Corporation, R. J. Reynolds & Co., E. J. O'Brien & Co., Louisville; and Axton Fisher Tobacco Co., Louisville, are among the larger buyers of leaf on the Kentucky markets, while there are also many speculators or free lances, who buy loose leaf, have it packed, and moved to warehouses for later resale.

News Briefs From the Louisville Trade

A new 200-barrel flour mill development has been effected by the Vaughn Milling Co., Louisville, representing consolidation of two rural mills, one at Hustonville, Ky., and the other at West Point, Miss., which were consolidated and moved to Louisville by the two Vaughn brothers, who have remodeled the old corn grinding mill of the Elk Run distillery plant of the Kentucky Distilleries & Warehouse Co. That mill and distillery like many others of K. D. W., was dismantled, and the realty sold. The plant was the largest in the State, grinding 5,000 bushels of grain daily when running. The five-story brick building is well located for flour, corn and other grinding. The plant is not yet in operation.

The Kuper Trading Corporation, Inc., Louisville, recently formed by Wm. B. Kuper and others, to handle oils, gums, and various materials used by varnish, paint, and lacquer manufacturers, has located in the Kenyon Building, and will install a tank farm on the Riverside, for breaking car and barge shipments of raw materials, for local delivery.

J. N. White, Louisville Cooperage Co., reported that present volume is very quiet both in the tight and slack divisions. However, the whiskey barrel contracts are helping somewhat, and are interesting in that it is a type of business that has not been on the books for ten years or more.

Mr. White also stated that stave and heading production in the South was relatively light, due to bad weather conditions. However, there is plenty of stock available.

British Cooperage Market Continues Steady

The market continues steady with a fair amount of work being done.

The improvement noticed last month in tight cooperage has been maintained, and a fair business is being done, though the spirit trade is quiet.

The slack cooperage trade is steady, with good prospects. We look to this side of the business being fairly well employed right up to Christmas.

Yours truly,
J. C. TINKLER,
Tinkler & Webster, Ltd.,
Liverpool, England.

Prospects for 1930 Are Encouraging

We are finding conditions in tight cooperage fully as good as we were expecting for this period of the year, and in our opinion prospects for the first six months of 1930 are very encouraging.

For the past six weeks, on account of continued bad weather, production has been almost at a standstill and what has been produced has cost way above normal. There is no distress stock in the country, and with a little improvement in the demand, which we look for at an early date, we believe the industry will be in a thoroughly healthy condition.

Yours truly,
G. I. FRAZIER, *President*,
G. I. Frazier Co.,
Memphis, Tenn.

Investigation of Class B Cooperage Rates

In the general investigation of rates being made by the Interstate Commerce Commission between points in the Western Trunk Line territory, the examiners have recommended continuance of the Class B basis on cooperage. They also recommended, however, that the Class B rates be revised on a uniform basis that will result in advances and reductions. It will be some time before the commission finally decides the case, however.

NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1886

ASSOCIATED COOPERAGE INDUSTRIES

PUBLISHED MONTHLY
1321 WALNUT STREET
PHILADELPHIA, PA.

M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

SUBSCRIPTION PRICES

$2.00 per year, in advance, to all parts of the United States and its possessions and to Canada, Cuba and Panama.
$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

REMITTANCES

Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

"WHO'S WHO" IN THE COOPERAGE INDUSTRY

E. B. HOLMES, President,
E. and B. Holmes Machinery Company,
(Makers of Cooperage Machinery)
Buffalo, New York

Volume of Cooperage Can Be Increased—Full-Fledged Action On Part of Industry Would Net Phenomenal Business

ANOTHER year has rolled by, and with the coming of the Christmas season the JOURNAL extends to each and every one interested in the cooperage trade sincere wishes for a Happy and Joyous Yuletide.

As we look back over the year that has passed, we find many reasons for gratification because of the progress which our chosen trade has made, not only in the way of better business conditions that have come to manufacturers of cooperage and cooperage stock after a long period of lean profits, but also because of the progress that the cooperage industry has made in stabilizing its operations.

The plans and hopes of barrel and stock manufacturers for the development of the cooperage trade as a greater industry, which during past years have appeared in the offing from time to time only to disappear like a mirage when almost within our grasp, have taken on tangible form, and the outlook is bright for the complete achievement of our industry's aims and purposes.

And with a realization of these plans and hopes there will come to the cooperage trade a new era of trade success and business prosperity equal in every respect to that enjoyed in the years of plenty.

Therefore, it is with a great feeling of confidence that the JOURNAL looks forward to the year to come—a feeling of confidence that the cooperage trade will again take its place in the front rank of industry established on a more permanent business foundation than ever before supported by modern operative methods and administrative organization, fully equipped to meet the competition from substitute manufacturers for the business of the container using trades, and organized adequately to carry on the manufacture of cooperage and cooperage stock in a manner that will justify the existence of our age old industry and bring a greater return during the coming year—and years—to every one interested in the trade in any way for the efforts put forth and the capital invested than ever before.

For almost a half century, the JOURNAL has been the sole publication championing the cause of the wooden barrel to the exclusion of all other shipping containers. It has gone through the lean years and the years of plenty with its industry. It has suffered with its industry from trade depressions, and has gained with its industry in years of prosperity, and now with its industry it rejoices in the bright outlook that the future presents.

There is no shipping container manufactured today that can compare with the wooden barrel, whether for use in domestic or foreign service. There is no shipping container that will withstand the hard usage of modern industry and transportation like the wooden barrel, and there is no limit to the increase that can be made in the use of the wooden barrel provided sufficient support is given it in the business marts of the world.

There is little need for the JOURNAL to announce that it does not agree with the viewpoint held by some that there is only so much volume possible for the cooperage industry. Such thinking is reactionary and can have no place in the mental make-up of the progressive, forcible and inventive business man of today—of which class of men, we are proud to say, the cooperage industry has its full quota.

There are unlimited opportunities in numberless fields for the extended and increased use of the wooden barrel and it needs now—only what it has always needed—the concerted and full-fledged action and support on the part of the entire trade to achieve phenomenal business increase. That we are finally to have this action and support the JOURNAL firmly believes the "up and doing" spirit manifest at the recent Semi-Annual Convention gave full promise.

The New Year, so fast approaching, has an outlook good to behold, and while again wishing every member of our industry a most Joyful Christmas, we ask that each and all of our host of friends prepare to meet, greet and receive the trade success and business prosperity which the JOURNAL feels deeply certain 1930 has in store for the entire wooden barrel manufacturing industry.

Tight Branch Has Everything to Gain and Nothing to Lose From Acceptance of Standardization and Simplification Program

THE report made at the recent Cooperage Convention in Memphis by W. E. Braithwaite of the Division of Simplified Practice that only a small percentage of cooperage and stock manufacturers had sent in their acceptances of the Standardization and Simplification program for the tight branch of the industry might, at first glance, appear disappointing. It is the JOURNAL's belief, however, that this lack of prompt acceptance by the tight trade at large, is due rather more to a desire to give the matter thorough consideration before making the final decision, than for any other reason. Nevertheless, the advantages that are possible through the full acceptance of this program are so obvious, and the benefits to be gained by placing the standardized sizes of barrels and kegs on the market are so many, that the JOURNAL urges a quick decision on the part of those manufacturers who have not already signified their approval of the program as outlined.

A reading of the article by Ray M. Hudson of the Bureau of Standards, which appears in this issue of the JOURNAL, on the value of Simplified Practice programs to other industries, should convince both tight and slack manufacturers of the good that can be accomplished in the cooperage trade by the adoption of similar programs. Too many varieties of sizes and styles in industries have proved to be the causes of loss, both in production and selling. There is no doubt but that too many sizes of barrels and kegs in the cooperage industry have been the source of lost motion and lost profits to cooperage manufacturers in the past, and inasmuch as the standards, recommended by the committee of The Associated Cooperage Industries of America appointed to survey the situation, appear adequate enough to cover almost every demand that can be made upon barrel and keg manufacturers by their customers, the JOURNAL can see nothing to detract from the efficacy of the program of Standardization suggested by that committee.

Moreover, this program in no way deprives cooperage manufacturers from making barrels and kegs of special sizes to meet any special requirements of the consuming trades. There is sufficient leeway in the plan, we are assured, to permit the tight trade to carry out the individual instructions of such customers whose products require barrels and kegs of special capacity. In other words, the plan is flexible enough to prevent any loss of trade, and to guarantee the satisfaction of the cooperage man's consuming public.

Some of the results that are obtainable by Simplified Practice in other industries, as outlined in Mr. Hudson's article, even though these industries are foreign to the production of barrels, and which should appeal to cooperage manufacturers are concentrated production at lower cost; reduced selling prices that have made it possible to meet competition without lowering the margin of profit; increased sales at reduced selling cost; and a general all around economy in manufacturing, selling, and advertising.

As the JOURNAL has said in previous issues, the adoption of a Simplification program by the cooperage trade will be a big step forward in putting the industry on a more profitable basis. True it is that such a program may not be perfect, but as an initial step it has many advantages to recommend it, and we hope that those manufacturers who have so far withheld their approval will sign and return the acceptance blank to the Division of Simplified Practice without further delay, so that the preliminary work necessary for the dissemination of these standards to the barrel consuming industries may be done rapidly, and the program put into active working force by July 1, 1930, the date set for its effectiveness.

Because of the forward march that has undoubtedly been made by the cooperage industry during the past year, a forward march that cannot help but bring wonderful results to our trade, don't let us lag in the matter of the Standardization program since its full acceptance is one of the most progressive steps the cooperage industry could possibly make. Any inaccuracies or imperfections that might be contained in the present program are of easy remedy and will adjust themselves as the program is put into working operation—the all important and vital thing is to get the program working.

Wants in Cooperage Lines

A firm in Breslau, Germany, is in the market to purchase compressed bungs for beer and wine kegs and barrels. Address No. 42359, The Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

Business Structure of Country is Sound

No fundamental threat to the business structure of the Nation appears to be in prospect, according to the December outline of business, issued by Chatham-Phenix National Bank and Trust Company, which finds "the production and distribution of commodities going forward in orderly fashion and substantial volume."

"Approximately $166,000,000," continues the Chatham-Phenix outline, "will be saved to the taxpayer of the United States if Congress adopts the proposal of Secretary of the Treasury Andrew W. Mellon to reduce income tax rates.

"Corporation taxes will be lowered about $100,000,000, it is officially estimated. Individual taxpayers will save $66,000,000.

"The iron and steel industry, according to Government records, is completing one of its best years. Production of pig iron rose to 3,588,000 tons in October, United States Commerce Department data show. This is a record output for that month.

"The automobile industry manufactured more than 5,000,000 vehicles from January to October inclusive, breaking all previous records. By most authorities a continuation of this output is considered unlikely.

"Demand for electrical goods this year has been heavy. The boot and shoe industry has been unusually active. Retail trade for the first ten months of the year was slightly over that of 1928, according to records of the Federal Reserve Board.

"Prices of farm products are higher than a year ago, according to the United States Agriculture Department, leading to the conclusion that, except where crop volume is below normal, the position of the Nation's farmers is stronger than that at this time in 1928.

"Satisfactory traffic records, reflecting the distribution of commodities by the railroads, and a failure record which does not compare unfavorably with that of a year ago, are further indications that no fundamental threat to the business structure of the Nation appears to be in prospect.

"That the drop in security prices on the exchanges of the country will react in some degree on business conditions during the weeks and months immediately ahead may reasonably be anticipated. The extent to which this influence will slow down business activity is the question that seeks an answer.

"Renewed activity in the construction industry is one development which is looked to by President Hoover and other leaders as an aid in maintaining the general equilibrium. Investment in new construction, while reaching a total of approximately $5,047,909,000 in the first ten months, has lagged somewhat behind last year."

Trade Associations as Factors in Stabilizing Industry

Constructive Activities of Trade Organizations Such as Standardization, Simplification, Cost Accounting, Have Placed Business on a Sounder Plane

By DR. HUGH P. BAKER
Manager, Trade Association Department, U. S. Chamber of Commerce

Trade Associations have been functioning successfully for many years in this country. For eight years it was my pleasure to manage the association representing the pulp and paper industry of the United States. That organization celebrated its fiftieth anniversary two years ago. It was fifty years old and continuous in existence all that time, and we had accomplished some very worthwhile results. In going into what had really been done by that association in its fifty years for the paper industry and for its members, one would naturally expect the greatest value and benefit from its definitely outlined activities. However, we discovered that the greatest and lasting benefits were the intangible ones. The intangible benefits which accrued to the members in getting together at meetings, in better understanding, in confidence built up and developed. Without doubt this would also be the case in other associations, perhaps in yours. Conditions are such in industry today that if for any reason the association serving your industry or any industry were disbanded and wiped off the map tomorrow, in six months you, gentlemen, would be coming together again for organized effort to meet your common problems.

New Attitude of Bankers Toward Trade Organizations

That the association has come to stay in American business is evidenced in several ways. First and of prime importance, is the newer attitude of the bankers of this country toward trade associations. Bankers are apparently deciding the credit to be extended in financing business activities more and more by a man's ability to come together with his competitors in a trade association; to stand shoulder to shoulder with him in unified action that will bring better business; business that will build the industry soundly for the future. The fact that the American banker is recognizing the trade association is in my opinion very important.

There is practically no industry of importance in this country today that does not have its trade association.

Vision an Important Factor in the Progress of Our Industry

In the paying of dues into this association, dues, not contributions as some members call them, business men are investing in industry wide corporations, and it is becoming clearer from day to day that these investments in association work can be made to give definite returns in services of a dollars and cents value. You are thinking business men. What returns have you received from your investment during the past fourteen years in your association? Are you exercising vision as to what you will receive or accomplish in the future,

DR. HUGH P. BAKER

say in the next five years? And what vision have you as to the future of business as a whole in this country? It would seem necessary for us to take a look forward because we should map out a definite program not only for our own business but for our association and our industry, as well as to keep in close touch with the trends of other industries, especially those affecting our particular business.

What is a Trade Association?

For the purpose of focusing thought, it might be helpful to give a short definition of a trade association. What is your organization? Where are you headed? What are you getting out of your organization? Are you sure of the future of your organization and its effect upon your business?

In answering the question as to "What is your organization" it might be helpful to give a definition of a trade association in short form from which we are suggesting as meeting the need of a clear meaning. This is: "A trade association is an organization of business men in and serving an industry or a trade for mutually helpful service, and for better business." The phrase "and for better business" has been added to the definition of a trade association because it is very certain that you wouldn't be coming together here in these conventions, with all of the expense involved, unless there were very clearly in your mind the fact that you are investing in service from an organization that will bring you better business. And that is what our trade associations are in existence for today, to bring us better business and profit on a sounder basis.

It should be of interest to bring up other questions which, if effectively answered, should help to emphasize the value of association work. You might well ask yourselves: "What values are accruing to my industry from the work of the association?"

Results of Fifty Years of Associational Work

Reference was made to my having managed the American Pulp and Paper Association for eight years and the fact that two years ago we celebrated our fiftieth anniversary. It seemed to some of the leaders in the paper industry that it would be very interesting and perhaps helpful if we could determine reasonably well the effect upon the paper industry of fifty years of organized effort.

It should be of interest and of value to you, at the end of five or ten years to analyze the effect upon your industry of five or ten years of organized work through your association.

After it was decided that it would be helpful to the paper industry to determine the values that have accrued to the industry from fifty years of association work, we went back through the minutes of annual meetings of the American Paper and Pulp Association for fifty years, back to the first call for a meeting sent out in 1878 by a group of paper manufacturers in and about Springfield, Mass.

Today's Cooperage Problems Confronted Paper Industry Fifty Years Ago

You would be interested in that first call, because it is a statement that sounds very much like a program for an association meeting today. That first call indicated that there was over-production in the paper industry in 1877, that there was price-cutting, that there was invasion of sales terri-

Pine Heading
a
Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.
MANUFACTURERS OF
Yellow Pine Lumber and Timber,
Hardwood Lumber, Pine Heading,
Veneer, Crates, Lath, Etc.

QUALITY HEADS

ALL SIZES
8" TO 24"
Scientifically Made from Southern Pine
HEADS—HOOPS—STAVES
C. E. MURRAY
DECHERD - - TENNESSEE

Strength and Economy in binding barrels with

American Steel & Wire Company's
WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.
At the same time, the low price of Wire Hoops reduces the cost of the completed package.
Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.
We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....503 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE,..Miners Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

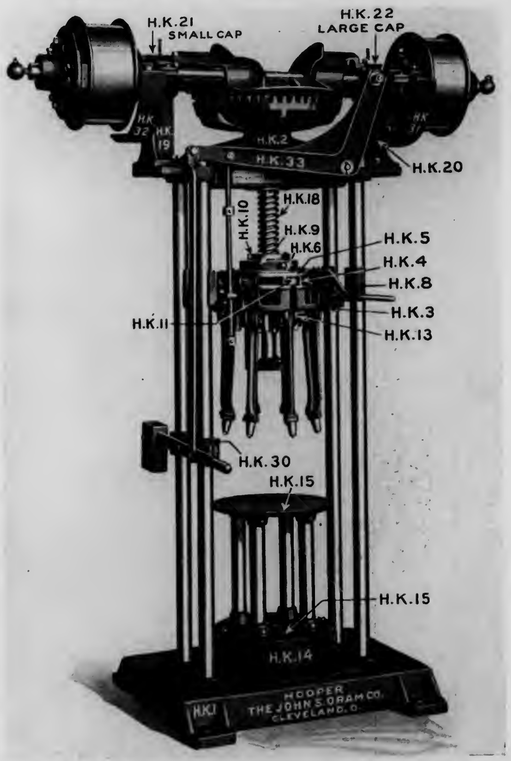
BARREL MACHINERY
Oram
CLEVELAND, O., U.S.A.

ORAM'S

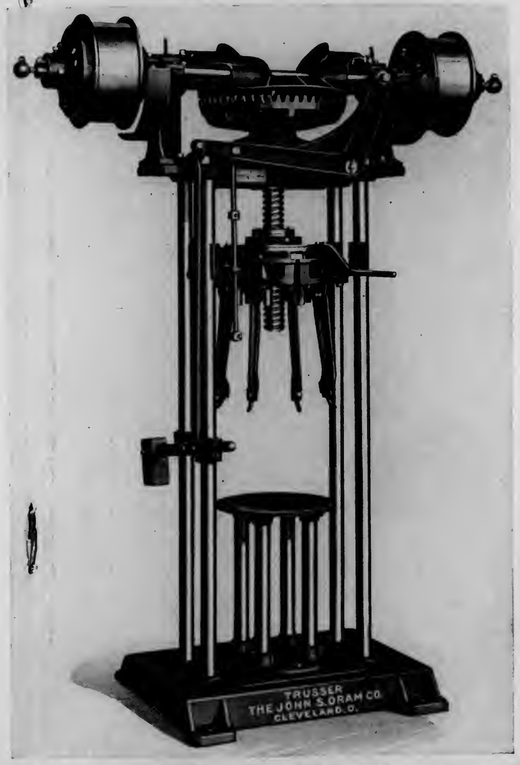
New Small Keg Machines for Packages, One-half-Gallon to Five-Gallon Kegs

LATEST UP-TO-DATE MACHINES

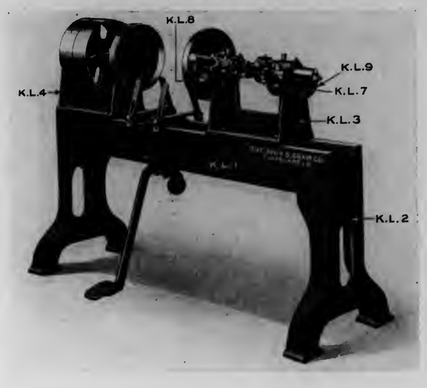
HOOP DRIVING MACHINE



TRUSS-HOOP DRIVING MACHINE

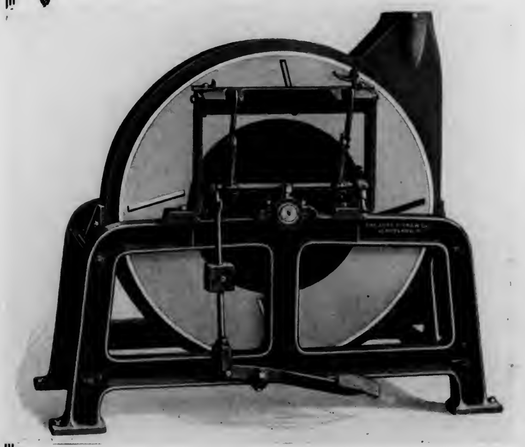


KEG LATHE
Also Can Fit Up With Plane and Rod and Rest

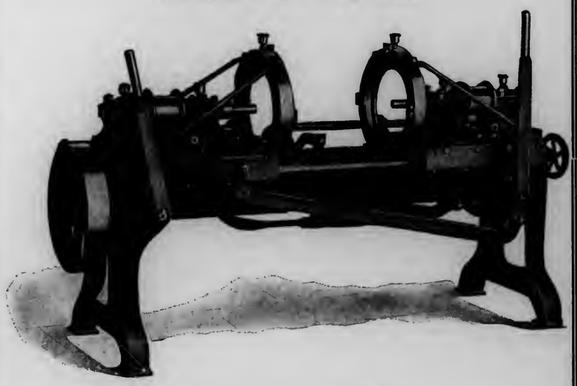


STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

STAVE JOINTER—8 Inches Up to 18 Inches



KEG CROZER—4-inch Diameter Head to 11-inch Diameter Head and Up to 20-inch Long Staves



FIFTY-SEVEN YEARS
of
"Knowing How"
ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY
CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Mailed on Request
108 PAGES

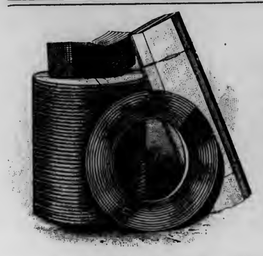
CALIFORNIA BARREL CO., INC.

433 California St., San Francisco

QUALITY
SLACK HEADING
FOR
SLACK COOPERAGE
OF
QUALITY

MANUFACTURERS OF

SLACK AND TIGHT
STAVES AND HEADING



SLACK BARREL STOCK

Elm, Wire and Steel Hoops
Gum, Tupelo and Cottonwood Staves
Pine, Gum and Hardwood Heading
Patented Curved Liners
STRAIGHT-MIXED-MATCHED CARS OR LOCAL LOTS

Our Established Responsibility
is Your Protection

HENRY WINEMAN, Jr.
5 LARNED WEST, DETROIT

SALES REPRESENTATIVES:
LEWIS METCALF, Middleport, N. Y.
O. A. ROCKEFELLER, Germantown, N. Y.
J. F. WILSON, Martinsburg, W. Va.
FRED T. MEARS, Onancock, Va.
M. D. BROWN, 221 Board of Trade Bldg., Norfolk, Va.

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

tory, that there was serious foreign competition, that there were practices that were both harmful and wasteful. Therefore, it was suggested that it would be a good thing for the paper manufacturers to get together to discuss conditions and to see if helpful results would not accrue from organization.

And that first call, as indicated, sounds like the program for a meeting of such an organization as yours or any other trade association in industry today, because the problems with which you are confronted today are very much the same that confronted the paper industry in 1878 and these are—over-production, price-cutting, invasion of sales territory, wasteful and harmful practices making for unfair competition.

Much progress is being made through the association work in placing business on a better plane. This effort and the values accruing from it are among the most worthwhile results from effective association work. Men are coming together in associations like yours, and after considerable discussion and with a great deal of enthusiasm are developing codes of ethics, or to use what seems to be a more satisfactory term, codes of business procedure. Unfortunately, some groups after such an effort shake hands over the satisfactory completion of a code of business procedure and then the minute they get outside the door, forget the code and continue the same bad practices making for unfair competition and unsound business as carried on before the development of the code.

If we can, through our trade association, develop that confidence that will make possible voluntary adherence on the part of the members of the organization to the accepted code of business principles, we are bound to get the kind of backing from other industries for our association that will make it possible for us to meet effectively these difficult problems of over-production, price-cutting, and so forth, and that in a perfectly legal way.

Meeting An Industry's Problems in a Fair and Legal Manner

Reference has been made to the fact that the question is being asked frequently and constantly as to whether we can meet these serious problems of over-production, price-cutting, invasion of sales territory, and wasteful and harmful practices that are making for unfair competition and unsatisfactory business, in a perfectly legal way.

Recently the executive of an important trade association indicated the difficult conditions existing in his industry, saying: "We are being forced every day to meet this new competition, this competition between industries rather than individuals in an industry. We are being crowded to the wall; being bled white by the competition of other industries. And because of these difficult problems, can we get together in an association and legally meet and solve these problems of price-cutting, invasion of territory, etc."

It is more than apparent after years of satisfactory experience in association work that we *can* meet these problems legally; that after all the anti-trust legislation which is so often objected to has certain values in regulating the relationship of business men in this country, and that it is not so restrictive but that we can operate associations of business men in such a way as to make for sound stabilization of business.

Supreme Court Decisions of 1925 Should Be a Guide for Determining Association Work

There has been a good deal of question, and still is, on the part of business men, as to how far they can go legally in their association work. As a result of the Supreme Court Decisions of 1925, we feel that a charter has been laid down for modern trade association work, and that there is, therefore, little need of any trade association today not knowing fully just what they can and cannot do legally. We know that we cannot get together in an association or as groups in an organization and agree as to the prices of our product or the prices at which we propose to sell our product. We cannot get together as an association or as groups in an association, or even two of us as long as we are acting in the name of an association, and agree to restrict production. We know that we cannot get together and agree to divide territory. We know that in credit bureau work, for instance, we cannot set up and distribute a black list. We know that we cannot agree on an average cost. We know that in our statistical work there are certain things we cannot do legally, as for instance, interpreting statistics for members; this is left for each individual's own judgment.

But these things we cannot do as associations and are known thoroughly by the men managing associations, or they should be known. There is little cause for fear as to danger lurking in the pathway that associations in this country must travel. As indicated in the beginning, if we will observe the rules of the road and be good sportsmen, we will find that we can go a long way in accomplishing in association work what is needed in bringing about better business and business on a sounder basis.

Statistics, Cost Accounting, Standardization and Simplification

There are other constructive association activities that are exceedingly important to us; accurate and complete statistics, which undoubtedly you gather; cost accounting is most important, a uniform cost accounting system whereby business men can correctly determine the cost of producing their product and the cost of doing business; business men can get together around a table and discuss costs and out of such discussions economies in production are effected; standardization and simplification, which I understand you are successfully working on in co-operation with the Department of Commerce, whose representative, Mr. Braithwaite, is with you at this meeting—this is one of the most important and beneficial activities that an association can engage in and I am glad that your industry is carrying on this work.

Just a word as to trade extension and trade promotion. We are spending a great deal of money in and through associations on advertising and we are getting some results—some very effective results in some industries. But we are learning gradually, as a result of years of experience in association advertising, that advertising is but one phase of a trade extension campaign. There are other phases, possibly as important as advertising. We must be sure that an industry is ready for an advertising campaign. We must be sure that the industry, when the campaign is put on, knows what it is all about and is in position to take full advantage of the campaign. There is need for sound research, for sound educational work that will make an industry in which an advertising campaign is to be carried on, ready for it and fully ready to take advantage of it. And after the campaign is put on, there should be means whereby the advertising can be followed through to the ultimate consumer in the way of service, etc. Above all, is the quality of the product you are trying to sell and promote—the best quality that can be made and the membership of an association carrying on an advertising campaign should be educated and "sold" on delivery of a high quality product if results are to be obtained from a trade promotion or advertising campaign.

Federal Trade Commission Works With Trade Associations

Of course you know of the very effective work being done by trade associations for their industries in co-operation with the Federal Trade Commission to eliminate unfair and unethical practices. Your industry, of course, may not be troubled with such practices. Such industries as are, however, can handle the situation through what is known as a trade practice conference held under the auspices of the Federal Trade Commission. It is a procedure whereby industry can take the initiative in establishing self-government, and the conference is held for the purpose of considering unfair practices in the industry and collectively agreeing upon and providing for their abandonment in co-operation with and with the support of the Commission. The procedure deals with an industry as a unit; it is concerned solely with practices and methods. Some of the unethical practices which are a violation of the law are: price discrimination, false branding, interference with contracts, patent infringement, selling below cost for purpose of injuring competitor and lessening competition; secret rebates, etc.

There is one fine result of association work that should be referred to as it is evident that you are beginning to get this particular result in your industry. You

come together here and discuss your common problems. You are meeting each other. You are meeting your competitor. You are seeing that after all the American business man is fundamentally honest; that he wants to do business on a sound basis; that he doesn't want to do business in ways that make for unfair practices, or practices that are uneconomic or unbusinesslike.

Trade Conventions Develop an "Industry Consciousness"

And as you come together you are developing gradually an industry consciousness; you are appreciating the fact that you belong to an important and honorable industry. There is a future before you as an industry, as a business, yet a greater future is evident if you can develop out of this association work an industry consciousness—a feeling that the executives of your companies in whatever they do within their own companies cannot confine the influences of these actions to themselves or their companies or even their groups, but that what they are doing from day to day affects the entire industry, in other words, that no business man in this group can live unto himself alone, can so carry on his business that he will not affect others from day to day in the larger industry to which he belongs.

It is not only in meeting this new competition that we must get together, but it is increasingly evident that we have got to speak as a unit, not only in legislation and in contact with the public, but in all those other tangible activities which have been described.

Start to Build a Program for Your Industry's Future

An important result from aggressive tangible service carried on through the association should be the development of a program not only for your business but for your industry as a whole. Doubtless your individual business is carefully programmed. You have set up a budget and you know about what your business is going to be in the year ahead. But have you thought of a program for the industry as a whole? Where is your industry headed? Have you as an industry anything to say about new plants coming into the business? Are you as an association influencing in any way the trend of development in the industry of which you are a part?

The paper industry, like other industries, perhaps your own industry, through the years has grown like "Topsy," without exercising conscious direction as to its own future growth. Some industries stand helplessly by, letting development come from the outside apparently as the result of pressure for the investment of idle funds. Industry generally seems to be suffering because it has not exercised conscious direction as to its future growth. An industry can exercise conscious direction as to its future growth in a perfectly normal and legal way.

If you are not building a program for the future development of your business and your industry, it is time that you give it consideration, particularly as the only way that you can develop an effective industry program is through your trade association. Coming together here in this convention and developing sound ideas as to effective business co-operation should make it easy to take the next step and evolve a program that should let you direct, to a considerable extent, the future development of your business, and that on a perfectly legal basis.

The Aims of the Trade Association Department of the United States Chamber of Commerce

In closing let me describe briefly the new Trade Association Department of the National Chamber and what we are hoping to do with your help in furthering the sound up-building of trade association work in this country. There are three main objectives in the work of this new department:

First, through aggressive educational and promotional work we want to sell the trade association idea, (a) to members of trade associations, working always through the officers of the association. There is a real piece of work to be done in building up sound associations in business, associations that will make for better business and sounder profits; and (b) to the public. We want to take to the public the constructive work that you and many other associations are doing; to convince the public that the well managed trade association is in existence to bring about better business and to serve the public, and (c) we want to sell the trade association to the government departments with which business has contact.

The second objective of the Trade Association Department is to extend into trade associations the constructive work of the service departments of the Chamber.

Trade Associations Should Make Greater Use of U. S. Chamber of Commerce

Associations do not make full use of the Chamber because they do not know the Chamber. Since going with the Chamber it has been my pleasure to dig quite thoroughly into the work of its Service Departments. You know of the work of some of these, such as manufacture, finance, foreign trade, transportation, etc. We want to project the work of these departments into the trade associations of the country. As a result of being on both sides of the fence, formerly in association work and now in the National Chamber, it is increasingly evident to me that there isn't a problem coming up in trade association work where the U. S. Chamber of Commerce cannot be of assistance.

Finally, for the third objective, we want to assist unorganized industry in the formation of sound trade associations.

And out of all this organized effort in business there is bound to come a clearer understanding of our economic problems, an understanding that will make it easier for American business to speak for itself, and in speaking for themselves, business men are giving increasing evidence that they have put their business on a higher plane and are serving the public today more effectively than ever before.

The progress which you have already made in your organized effort, the years ahead of your association should see developments of such a character that will make it possible for you to pool your intelligence, your energy, and your money so as to realize more and more the goal of better business and business on a sounder profit. The National Chamber will be glad to render you every possible assistance, and its various departments are at your service. You have a great opportunity before you in your association work. You can make your industry a more profitable one. You can put your industry on a sounder basis of satisfactory business as you make co-operation really effective through organized effort.

Viennese Coopers Celebrate 60th Anniversary

The Guild of Coopers of the city of Vienna, recently celebrated the six hundredth anniversary of its foundation, by a special service at St. Stephen's Cathedral and a street procession, in which members of all the ancient guilds took part, wearing their quaint costumes and displaying their banners, arms and other insignia.

Old scrolls and documents show that the trade of the cooper dates back beyond 1329, but it was only in that year that permission to establish a guild was granted. During the succeeding six centuries this corporation gained a great reputation for the high moral standards of its members, and in the decree issued by the Empress Maria Theresa of 1748 they are given high praise. Untruth, deceit and humbug are expressly condemned in their precepts and their practice. We find among the rules that "No member of the Guild shall act dishonorably to another . . . No Master shall have anything to do with a crooked character," etc.

The guild was highly respected by all and the counsel of its masters was considered of great weight in all city meetings. But it is probable that their greatest fame was achieved in Germany and Austria during the period of the plague. At a time when others dared not venture into the open street for fear of contamination, the coopers buried the dead and carried out other humanitarian duties. They were not afraid of the pestilence because the tannin which they inhaled from the wood in which they worked helped to make them immune.

Suffers Fire Loss

The dry kiln and drying sheds of the Mark H. Brown Lumber Company, Lake Providence, La., manufacturers of lumber and cooperage stock, were recently destroyed by fire. The loss is estimated at $75,000.

Simplified Practice Programs in Other Industries Have Increased Sales and Profits*

Concentration of Effort on a Minimum Number of Varieties Has Proved Most Successful—Teamwork Between Manufacturing and Sales Departments Necessary

By RAY M. HUDSON
Bureau of Standards, Department of Commerce

Victory in today's battle for a larger slice of the consumer's dollar hinges on the teamwork of two men—the sales manager and the factory manager. No matter how much these men have differed in the past as to the one best way to attain their common objective of maximum volume, they are today more closely allied or united under the pressure of current conditions.

Keen competition, price cutting, and rising costs of doing business are pushing profit margins down. Consumer resistance to higher prices checks any effort to maintain former profits through price advances. Reduction of production costs through wage cuts reduces purchasing power and renders consumers less able to buy. How then can profits be assured?

Simplification is the Avenue to More Profits

The common answer seems to be, "Sell enough more units to offset the shrinkage in profits caused by the smaller margin per unit." In some instances, efforts toward this end have resulted in adding more numbers to the line and more salesmen to the field forces. The effect has been not only to increase the cost of securing the order but also of filling it. Increased selling and manufacturing costs have in some cases wiped out the profits anticipated from the larger sales.

In contrast to these instances are those wherein sales managers and factory managers have co-operated in cutting down their product lines, and in concentrating their manufacturing and selling efforts on a consistent minimum variety of line numbers. Simplification, rather than diversification, is the avenue they have chosen to increased sales and better profits. Often a wide variety is utterly useless as a sales stimulus, as in the case of utilitarian articles where differentiation is necessary, variations can often be most successfully introduced in the types left after simplifying the line.

A western manufacturer of sweaters and many other varieties of knit goods offered his products to the trade in a wide assortment of types, styles, models, and color combinations, and each in the customary range of sizes. In 1922, his output averaged 1,503 garments per operator, his share of the swimming-suit output of the United States was one-fourth of 1 per cent. His market consisted of 11 western States.

This manufacturer decided to condense his line to swimming-suits only. He offers these in 17 styles, 11 color combinations, and 13 sizes, all fast-turning numbers. In 1926, his output averaged 2,715 garments per operator, his share of the total swimming-suit output for the United States rose to 12½ per cent, and his market included all of the 48 States and 40 foreign countries. Simplification and a world-wide advertising and selling campaign did the job.

> "Increased sales as the road to increased profits begin with greater recognition of the interdependence of the sales and the factory managers, each on the other. Out of this recognition comes that common bond of mutual interest, teamwork, and co-operation that spells bigger and better results for both."

A company specializing in fur goods simplified its line to one type of fur. Results: Concentrated production, improved quality, and enhanced advertising possibilities. In four years, the output of this company's dyeing works increased from 100,000 to 1,000,000 skins annually, or 900 per cent.

Concentrated Production and Increased Sales the Result

A drug manufacturer back in 1916 had 2,670 items in his catalogue. In 1924 his catalogue listed 144, an elimination of 95 per cent. Results: Business increased 400 per cent, the trade got lower prices, the employes better pay and steadier work, the company handled four times the original volume of business in less space, tablet stamping machines operated continuously without change of dies, the cost of boxes for packing the tablets was cut 85 per cent, and the firm made larger profits.

A well-known manufacturer of men's hats found 90 per cent of his business came from seven styles in 10 colors, though he was offering more than 3,700 varieties of hats to his trade. A drastic elimination enabled him to cut his raw material inventory from $500,000 to $176,000. His business rose from $1,600,000 a year to $4,000,000.

A nationally known cigar company reduced its brands from 152 to 5, or 97 per cent. Sales increased in five years 42 and 53 per cent, respectively, on its two foremost brands. Sales and advertising costs dropped from 5.44 to 1.80 per cent of gross sales, a reduction of 67 per cent. Simplification and a nation-wide advertising and selling campaign did the job.

A manufacturer of rubber goods cut his catalogue from 1,600 to 6 items and in eight years increased his total sales 800 per cent.

Another company started operations in 1897 with one product, a facial cream. At the end of 20 years its line ranged from 2,500 to 5,000 items. Analysis of sales indicated a preference for a certain item. The company simplified its line to six varieties or styles of that item. Today the salesman takes the entire line under his arm and displays it to 10 dealers in the same time formerly required to show the old line to one dealer in a hotel sample room.

A men's ready-to-wear clothing manufacturer offering 1,000 varieties of suits to his trade simplified his line to 24. By so doing, his overhead per garment cut dropped 50 per cent; his production period increased from 36 to 52 weeks. His salesmen were on the road 12 months instead of 4; they increased their retail agencies from 150 to 1,000. Yearly sales increased from 30,000 to 60,000 suits. Selling cost decreased 35 per cent, and manufacturing cost 25 per cent.

Many other examples might be cited of increased sales for individual concerns that have applied simplification, but space limits forbid. However, examples like these have influenced groups of manufacturers, entire industries in fact, to simplify their lines as a means of increasing sales, decreasing costs, and meeting the "new" or interindustry competition.

Value of Simplification as a Sales Builder

Through the co-operative services afforded American industry by the Division of Simplified Practice of the National Bureau of Standards, a total of 114 different simplifications have been effected. These range from the reduction of paving bricks from 66 to 5 varieties, to the reduc-

---

*Reprinted through courtesy of *Commercial Standards Monthly*.

tion of varieties of grinding wheels from 715,200 to 254,000.

Taking as one example the reduction of variety in files and rasps from 1,351 to 475, letters received by the Division of Simplified Practice from firms participating in this simplification demonstrate the values of simplification as a sales builder.

"Since we have accepted the simplified practice recommendation of your department we have increased the volume of our business 33.3 per cent and reduced the volume of our inventory 25 per cent. This necessarily means a quicker turnover, less dead products, and quicker deliveries to our customers. With the smaller variety we can anticipate their wants more accurately and keep better control of our own production. We feel no hesitation in saying that the elimination of the slow-selling items which we were generally correspondingly slow in shipping and the consequent better service we are rendering our customers have helped to increase our sales. The reduction in total inventory in spite of the increase in sales has released capital which we have been able to spend to advantage in improved equipment.

"Since 1922 our sales on files have increased 100 per cent. Our profits have increased from 14 to 25 per cent, and our inventory ending December 31, 1927, as compared to our volume of sales, has decreased 10 per cent over our inventory of December 31, 1922. During the year 1926 orders and shipments for files and rasps not included in the regular program amounted to 1 per cent."

Testimonials to Worth of Simplification Programs

A manufacturer of self-opening die heads says: "We have found that simplification has given to us a sales increase of 23.5 per cent and an inventory reduction of 35 per cent. It has reduced our investment in dies, etc. It gives us larger runs for each change of dies. With larger runs of standard items we find that even our detail clerical work is reduced, because we have less stock records to maintain on both raw and finished material."

A manufacturer of concrete blocks says: "By following the suggestions in regard to concrete blocks—reducing patterns—I have been able to reduce the stock I have to carry more than 60 per cent, and have actually increased my sales of the standard pattern and size 15 per cent. By doing this my block business shows a satisfactory profit, whereas before the excessive stock ate up all the profit."

Another says: "The net result being, that we have reduced our selling price on our units, still making a fair profit, thereby selling more units, and creating a larger demand for our products. The simplified practice in our plant has reduced the selling price of our product 25 per cent."

A bed blanket manufacturer says: "At the beginning of this year, we cut down the sizes and styles carried in our blanket and comfort department about 40 per cent from what we carried during the year 1926. The result: That in spite of a 40 per cent simplification of the blanket and comfort department we increased our sales approximately 7 per cent."

Application of Simplified Practice to Merchandising

Increasing recognition of simplification as a means to greater sales is shown in its adoption in merchandising.

A well-known eastern wholesaler of hardware who carried more than 10,000 items in his stocks cut them to 7,000. At the same time he cut out 28 per cent of the territory and 56 per cent of the customers he had been trying to serve, for the reason that these eliminations represented unprofitable business. A slight decrease in gross sales occurred, but the volume of net profits increased 35 per cent in three years, and his percentage of "net" to "sales" increased 68 per cent.

A chain of drug stores so large it buys entire factory outputs cut its average store stock from 22,000 to 10,000 items, increased its turnover 70 per cent, its volume of business 43 per cent, and its wage rates 100 per cent. It decreased the average store investment 14 per cent, the inventory time 67 per cent, the cost of taking inventory 56 per cent, and the store personnel 58 per cent. Pay-roll cost dropped from 20 to 11 per cent of sales and rent from 14 to 7 per cent of sales.

The president of a great chain of 5-and-10-cent stores that likewise purchases complete factory outputs says: "Any store that maintains a good rate of turnover can always get a fair merchandising profit, regardless of price trend. One of the best ways to attain a high turnover is to eliminate unnecessary duplication."

Application of this theory reduced his brands of talcum powder from 32 to 6, his varieties of screw drivers from 26 to 6. Similar eliminations were made in hundreds of other lines. Results: Annual turnover increased from 5.5 to 9.25, capital invested in stocks was reduced 50 per cent. Stock in this company has a current market value around $200 a share. Simplification, skillful merchandising, and courageous management spell profits and dividends in this case.

Standardization of Sizes Valuable to Purchasers

Purchasers are also finding simplification valuable to them. An eastern railroad cut its stores stock from 52,000 to 32,000 and its inventory from $3,320,000 to $805,000. Another reduced its stocks from 140,000 items to 78,000, a 44 per cent elimination, and by so doing released nearly $40,000,000 of idle capital.

This steadily growing appreciation by merchants and other large purchasers of the usefulness of simplification to them is an effective antidote to some kinds of high-pressure selling efforts, especially those which tend to overload the buyer. Studies have shown that 80 per cent of the business for a firm, corporation, or an industry is usually done in 20 per cent of the varieties of its products or lines. The other four-fifths of the variety which brings in only one-fifth of the year's business is the breeding ground for all kinds of problems, from too high a frequency of changes in machine "set-ups" in the factory to increased selling cost on the road.

Often, sales managers in their eagerness to supply what the public wants, or what it will buy, fear that any curtailment of variety in their products will reduce sales. They fear a condition of "over-standardization"—a line with no "sales appeal."

On the other hand, factory managers fear "over-diversification." Too many varieties, too many changes in color, style, or design interfere with low unit production cost. Purchasing problems are complicated, stocks multiply, inventories increase. Simplification offers an excellent basis of compromise between the "factory" and the "sales" viewpoints. It affords an opportunity to reduce variety to the point where it permits fair economy in production and yet retain sufficient variety to satisfy the bulk of consumer demand.

Profits Not Earned by Any Single Department Alone

It must be recognized that profits of a business are not earned by the sales department alone on sales, nor by any single department. They are saved. The purchasing department doesn't earn profits, but it may save them. So with the credit and all other so-called nonproductive departments. The factory plans many savings in its efforts to get out the product, but unwarranted insistence by the sales department on too much variety in the line may absorb all the savings.

Therefore increased sales as the road to increased profits begin with greater recognition of the interdependence of the sales and the factory managers, each on the other. Out of this recognition comes that common bond of mutual interest, teamwork, and co-operation that spells bigger and better results for both.

Julius Klein Urges Continuance of Advertising

Business men should keep up their advertising to insure against curtailment of business, Dr. Julius Klein, Department of Commerce, said in a radio address recently:

"Advertising should go ahead with all of its characteristic force," he said. "This is not to say that it should be extravagant—and there may be some scrutiny, at least, to determine whether wasteful practices have crept into that field.

"But advertising, considered as a whole, is one of the most potent of business accelerations. It keeps goods moving. And it inspires confidence. At this time any appreciable letup in advertising would be unquestionably injurious.

"Good will is worth millions. Possessing it, businesses flourish; without it, they may wilt. But it is a fragile quality. It may sway and droop under the veering winds of public opinion. Advertising can keep it sturdy and upstanding."

Trade Reports and Activities in Barrel Using Industries

Chemical Industry Expects Final 1929 Figures to Eclipse All Others

Business in industrial chemical lines is normal. There has been no unusual activity, but the trade is going ahead producing, selling and delivering to meet the demands of consuming trades.

A gratifying number of contract renewals have been received by manufacturers, with a fair amount of new business in addition.

From all indications chemicals will have a very fine report to make on the year's business, and it is believed that in several instances production will break all previous records.

Of course, as the holiday season and the inventory period approach there will be a slowing up, but this is only to be expected. Prices are steady, and there is no reason to look forward to any revision downward.

Heavy movements are noticeable in soda ash and caustic soda. Arsenic shipments are showing forward to glass factories in satisfactory volume. Chlorate of soda is holding a firm position with a good seasonal demand.

In fact almost all classes of chemicals are having an excellent call, and the outlook is exceedingly bright.

Winter Weather Increases Alcohol Demand

The extreme cold weather that was experienced in early December has had its effect upon the demand for denatured alcohol.

Previous to the cold snap new business was quiet, but with the wintry winds came a call for considerable volume.

There is no weakening of prices and the market is strong. Production costs are rising and this condition, along with a much improved demand, will make any change downward almost impossible.

Paint Materials in Midst of Seasonal Dullness

There is very little interest being shown in paint material lines so far as new business is concerned. The trade is, however, absorbing fair quantities against contracts.

There is always a let-up in paint materials at this period of the year, but the quietness was experienced somewhat earlier this year than is usual.

Lead pigments are moving out steadily against contracts, but very little new business is being placed. The same can be said of lithopone and zinc oxide. Interest in dry colors, however, is very light and spasmodic.

As a whole the year has been a satisfactory one and the outlook is favorable. A recent report covering building permits issued from 600 principal cities and towns shows that building operations have varied very little from December 1st to May 1st in the last four years. However, the "continued prosperity" program resulting from President Hoover's conferences with business leaders should have a decided effect upon the construction figures for the period of December, 1929, to May, 1930.

Turpentine Showing Strength in Naval Stores Field

In the naval stores field turpentine is considerably stronger, both with regard to demand and price. Shipments to Europe are going forward steadily against existing contracts and orders.

Rosin, however, is somewhat quiet and the market is unsettled. Leading consumers are showing only slight interest at the present time, what demand there is coming mostly from jobbers. Of course, there is expectation that this condition will prevail longer than it has in former years.

Rosin oil, tar and pitch are all quiet, with prices nominal but steady.

Linseed Oil Up in Price—Much Interest in Future Deliveries

Higher prices for both domestic and Argentine seed have resulted in advanced quotations for linseed oil.

Consumers are showing more inquiry for deliveries early in 1930, and fair-sized sales have been closed for January-March requirements.

During November shipments against standing contracts were moving out freely, but a gradual decline is noted for December, which decline, of course, is to be expected during the holiday and inventory seasons.

Tallow and Grease Much Below Normal

Tallow continues unsteady and there have been further declines in prices. However, it is thought that conditions will become better very soon as there is an active interest in buying being shown on the part of consumers. Of course, these buyers are looking to placing their orders on a downward price scale, but if the demand materializes there is a chance of stabilizing the market somewhat.

Grease is in sympathy with the break in the tallow market and good volume orders are being placed at reduced prices. Consuming interest is spasmodic and restricted.

Cottonseed Oil Market Improves in Tone

The cottonseed oil market has improved considerably since last reporting. There have been slight gains in quotations, and with the absence of hedging pressure and the firmness of crude oil, there is every reason to believe that the improved conditions will remain and even increase.

Estimates of consumption during the month of November vary from 325,000 to 350,000 barrels. The consumption during November, 1928, was 392,000 barrels.

Animal Oils in Quiet Period

There is very little to be said concerning animal oils. The market for degras is quiet with only small lot trading noticeable. Deliveries against contracts are good, but new business is conspicuous by its almost complete absence.

Lard oil is quiet and unchanged in price. Neatsfoot oil is having only a routine business but prices are holding up. Consuming interest in oleo oil is very much restricted, while red oil and stearic acid are showing very little activity.

Naval Stores Exports Lead

Showing a steady gain in value, the naval stores exported from the United States lead all other classes of chemicals according to a statement made recently by J. E. Lockwood, director of sales, Naval Stores Division, Hercules Powder Company.

"Exports of naval stores (turpentine, rosin, pine oil) amount to $30,000,000 annually, contributing strongly to the favorable trade balance of this country," said Mr. Lockwood. Two-thirds of the world's supply of naval stores are produced in the United States, and about one-half of this production is exported to all parts of the world.

Efforts are being made by producers to increase the world consumption of naval stores. Mr. Lockwood contends it is possible that a co-operative research program may be undertaken shortly by American, or even world producers to develop new uses and outlets for naval stores.

An International Naval Stores Conference will be held at Jacksonville, Fla., in February, 1930, to secure international co-operation in developing the industry.

Suffers Fire Loss

The Dallas Cooperage and Woodenware Company's plant at Dallas, Texas, was recently damaged by fire. The extent of the loss amounted to approximately $150,000.

Canadian Cooperage Trade is Confident 1930 Will Be a Good Business Year

Volume of Orders is Somewhat Light at Present, But Coopers Are Optimistic as to the Prospects for a Decided Improvement With Opening of New Year

There has been little change in the business of the cooperage trade in the Province of Quebec during the past month. Operations have slackened somewhat; nevertheless, the majority of barrel makers have sufficient work on hand to keep them going. It makes a sharp contrast, however, with the busy times of a couple of months past when capacity operations were in order to supply the demand for apple barrels.

Coopers Optimistic as to the Future

Few expect any radical change until after the beginning of the new year, basing their opinion on the fact that the present month will be broken by the holidays, but the majority of the local cooperage houses are quite optimistic regarding the future.

The demand for slack cooperage has not been as heavy as could be desired. There is little doing in flour barrels at present. The milling companies have had to curtail their operations slightly and stocks on hand are said to be adequate for immediate requirements.

Building Construction Program Should Help Coopers

Half barrels for nails and plaster have had a good call, the demand for these products being in excess of that of a year ago, with new construction in the city of Montreal promising to break all previous records.

The drastic break in stock market quotations in the past few weeks will evidently not have much effect on new construction and the present business depression is not expected to last.

Tight Barrel Business Could Be Better

There has been a slight movement in tight cooperage of the kinds suitable for containing salt pork, but other lines are reported off in volume. Despite the fact that paint companies report a satisfactory year, the demand for barrels from this source has been exceedingly light. Oil barrels are also experiencing restricted business.

Prices for Cooperage Have Been Stabilized

Prices have assumed a more favorable trend and are now practically stabilized. The drastic price cutting which has been in evidence for some time has been practically eliminated and those in well informed circles say that quotations by most firms will be in line again.

Supplies of cooperage stock are reported available in sufficient quantities to meet all requirements of the trade, but it is understood that some of the cooperage houses are making heavy commitments in the United States. Prices have shown little variation during the month.

Barrel and Stock Imports Into Canada

Imports of barrels into the Dominion during the first quarter of the fiscal year ending June, show a sharp decline when comparison is made with figures for the corresponding period of last year. On the other hand, imports of staves are well in excess of this period.

Barrel imports during the period under review totaled 30,360 valued at $52,804 as compared with 47,281 worth $104,115 in the three-month period ended June, 1928. Of this total, 29,953 valued at $47,409 came from the United States and compares with 43,887 barrels having a valuation of $85,289 received from this source last year.

Imports of staves amounted to 10,675 thousand as against 10,387 thousand in the first quarter of last year. The valuation of the imports amounted to $283,558 and $295,327 in 1929 and 1928 respectively. In each year, all imports of staves came from the United States.

Pails and barrels were imported to the value of $7,132 as compared with $7,132 last year.

The "Need for Forestry Consciousness" in Saving Our Timber Supply

In an article on the "Need for Forestry Consciousness," which recently appeared in "Fagots," published by the St. Louis Hoo Hoo Club, C. H. Call, secretary of the club, made the following interesting statements:

"Missouri is now paying the piper or soon will be paying him as a consequence of having employed mining tactics in use of its timber resources. Miners remove mineral wealth without ability to replace. In common with many other States once rich in timber, Missouri sold much of her native forests and failed to replace the trees for the benefit of future generations, even though replacement was possible.

"Now at this late date, Missourians learn from the Forestry Almanac that the timber resources of the State, at the present rate of cutting, will last only eight years; indeed, that we would use up all of our merchantable timber in about two years at the present rate of annual consumption if we were not shipping in about three-fourths of the timber we require.

"So, in view of this statement of conditions, residents of the State, both city and country, will watch with interest the plans of the United States Department of Agriculture to establish a forestry experiment station in the State. Location of the station, possibly near Columbia, will be determined soon, following a conference at which State Forester Frederick Dunlap and E. F. McCarthy, of the Central States Forestry Experiment Station, at Columbus, Ohio, will discuss the details.

"Under proper management, trees are recognized as a profitable farm crop, placing in use many acres that may not be used otherwise. That is one of the important functions of a forestry department. The task will be easier with the aid of the proposed Federal forestry experiment station, wherever located in the State. But the hands of the State forester should be untied. His department should have funds.

"Such a station, together with a proper revival of the State forestry department, should result in renewed interest in reforestation in Missouri, particularly on waste farm lands or on farm lands now devoted to agriculture and not paying its way in crops produced.

"At the present time, the State forestry department is little more than a thing of paper and without funds necessary to do the important work it could do. Last year State Forester Dunlap served without salary, doing what he could do to salvage reforestation plans that had been outlined under happier conditions and under promise of funds appropriated but not released.

"The exceptional suitability of wood for many purposes is so fixed that the demand for it has become almost a natural law in the life of the nation, for nothing can replace wood in a thousand uses. Naturally, then, it is always preferred when it can be obtained at prices consumers can afford to pay.

"The forestry situation in this country, and particularly in Missouri, should be viewed with the idea of increasing consumption up to the maximum economical production on all available forest land.

"More power to the United States Forestry Department and particularly to the contemplated forestry experiment station in Missouri."

"10,000 Dependable Freight Rates"

What may be termed the most concise and inclusive freight rate booklet for lumber and manufacturers of forest products ever issued has just been published by the Southern Hardwood Traffic Association. Captioned "10,000 Dependable Freight Rates" the booklet may be easily carried in any pocket without discomfort. It shows the lowest available rates "carefully compiled from the published tariffs of the carriers" from all local points in the Southern hardwood producing territory to all large consuming centers of North Carolina and Virginia. The booklet carries the revised tariffs which are made effective October 8th.

Will Erect Stave Factory

The Hyde-Hennen Cooperage Company has purchased a tract of land near Marksville, La., and will erect a stave plant.

Growth in American Foreign Trade Largest Since 1920

Nine Months' Survey by National Foreign Trade Council Shows Exports 9% and Imports 10% Ahead of Last Year

Proof of sound business conditions in the United States is given by the National Foreign Trade Council in the form of a record year for both American exports and imports up to October 1st, surpassing any corresponding period since 1920. During the first nine months of the present year, says the Council, American exports have amounted to $3,849,000,000 or 292 million dollars greater than they were in 1927, the next highest total for this period. Imports for the same period at $3,361,000,000 are likewise larger than for any year since 1920. The export gain of 9 per cent and the 10 per cent gain in imports indicate the largest growth of our foreign trade in any single year since the war.

Many Causes for Increased Exports

This showing that more business is being done by the United States in the field of international trade is due to a number of notable developments during the year. The export business in automobiles and parts this year is the largest ever recorded and is greater than the entire domestic production of the industry in 1914. The figures for the first nine months, with exports valued at $455,400,000 show a gain of 22 per cent over the next highest corresponding period—last year. Machinery exports have also been the highest on record for the past nine months, totaling $462,500,000 or 25 per cent better than the corresponding months of last year. Finished manufactured goods as a whole, therefore, advanced to a new high proportion among our exports, being reckoned up to August 1st as 53 per cent of our entire exports, compared with the average proportion of only 31 per cent which they bore to our export trade as averaged before the war for the years 1911-13.

South America Our Most Active Export Market

The most active field for our export growth is at present in South America, where our exports increased from $305,000,000 to $377,000,000 or more than 25 per cent during the first eight months of this year. In the same period our exports to Asia reached $414,000,000, a gain of 8 per cent, those to North America $953,000,000, a gain of 10 per cent and to Europe $1,442,000,000, with a gain of 4 per cent. Europe now takes about half our exports compared with two-thirds before the war, the difference being absorbed about equally by our new customers in Asia, Canada and Latin America.

Larger Imports of Finished Manufactured Goods

Our imports this year show a slightly larger amount of finished manufactured goods than in recent years, though for the most part those are articles not competitive with American industry. About 21 per cent of our imports are of this character, compared with 49 per cent of crude materials and foodstuffs, 10 per cent of manufactured foodstuffs for consumption and 20 per cent of semi-manufactured goods for further processing in the United States. The major items among our imports for the first six months of 1929 indicate the predominant nature of the trade showing greatest increases in raw silk, tin, cane sugar, refined copper, flaxseed, cocoanut oil and furs. The most notable shift in imports was the large inbound shipments of meat and meat products which increased 42 per cent in the half year though amounting to the comparatively small total of $22,000,000. This was accompanied by a 47 per cent increase in the importation of cattle, reaching 11 million dollars in value in the half year. Rayon manufactures gained almost three million dollars or 35 per cent, leather boots and shoe imports reached 9 million dollars, a growth of almost 100 per cent, and industrial chemicals, increased by four millions or 35 per cent.

Europe Leads in Exports to United States

The largest amount of our new imports during the year have come from Europe, which sent us 880 million dollars worth of goods during the first eight months of this year, a gain of 8 per cent over the same months last year. More than one-third of these increased imports were from Germany. We received 43 million dollars worth more of imports from South America, a gain of about 11 per cent, and 39 million dollars worth more from North America, a gain of about 7 per cent. Asia now leads all other sources of supply, providing 30 per cent of our total imports during the first half of this year, with Europe, formerly our main reliance, in a diminishing second place.

The balance of exports over imports, which last year was $1,038,000,000, stands at the end of the first eight months of the present year at only $487,000,000 and in present prospect will be no more than half as great as in 1928. The net import of gold for the nine months of $245,000,000 has been greater than any year since 1924 and contrasts sharply with last year's net gold exports at this time of close to half a billion dollars.

Cooperage Firm Incorporates

The Hauber Cooperage Company, Kansas City, Missouri, was recently incorporated with a capital stock of $25,000.

South Faces Timber Problem, Says Forest Service Report

Though the South offers attractive opportunities for timber growing, much of the Southern "piney woods" region is approaching a period of non-productivity because of timber depletion, according to the annual report of the Forest Service, United States Department of Agriculture, made public December 4th.

"With the virgin stands of timber nearly gone," the Forest Service declares, "the tendency is to return to the lands already lumbered for whatever was left at the time of the first cutting or has come up as second growth. Thus it is possible to carry the land until the last vestiges of the forest vanish through the removal of all the trees that might, if left, mature and scatter seed, and through unchecked ground fires that wipe out all the established reproduction.

"The financial requirements of the States and local communities make probably higher rather than lower land taxes. Many millions of acres in the South have reached a degree of denudation that virtually precludes any hope of their restoration to productiveness as a private undertaking and apparently insures their eventual abandonment to the public through tax forfeiture. In much of the southern pine region, the history of the Lake States pine region will be repeated. In many Lake States counties, the exhaustion of the timber has been followed by economic retrogression, disappearance of industries, and, in some cases, county bankruptcy.

"It is entirely true," continues the report, "that much of the South holds out a bright prospect for extensive private timber growing. The States are making rapid progress in fire protection and in building up capable forestry departments, and the interest of landowners in the possibilities of reforestation is becoming fairly widespread.

"Nevertheless, the fact needs to be faced squarely that not nearly enough is being done, and that at the very best a gigantic task of forest reclamation is going to be forced upon the public as the only alternative to permanent land unproductiveness on a major scale. Whether even the public can afford to reforest all the southern forest land that has been or will be denuded and that private ownership will not wish to carry is a question.

"Whatever is done will, to a large extent, have to be done locally, through State and county action. While the Federal Government has inaugurated land purchases for the establishment of a number of small forests scattered through the southern pine region, these are primarily for demonstration purposes. How much more than this, if any more, the Federal authority should undertake can be determined only after the whole situation has been studied further, trends have been observed, the workings of other remedies have been taken account of, and, above all, local realization of the needs has been fully developed and local efforts to meet them have been made."

End of November Experienced Decrease in Carloadings

Loading of revenue freight for the week ended November 30th totaled 837,107 cars, according to reports made public December 10th by the car service division of the American Railway Association. Owing to the observance of Thanksgiving Day, this was a reduction of 113,173 cars under the preceding week. The total for the week of November 30th was also a reduction of 63,449 cars under the corresponding week in 1928. It also was a reduction of 81,380 cars under the corresponding week in 1927; but in making this comparison, consideration must be given to the fact that the same week two years ago did not contain a holiday, Thanksgiving Day having fallen in the previous week.

Miscellaneous freight loading for the week of November 30th totaled 302,871 cars, 33,339 cars below the same week last year and 36,772 cars below the corresponding week two years ago.

Loading of merchandise less than carload freight amounted to 219,949 cars, a reduction of 6,220 cars under the same week in 1928 and 36,632 cars below the same week two years ago.

Coal loading amounted to 180,539 cars, an increase of 1,417 cars above the same week in 1928 and 22,343 cars above the same week in 1927.

Forest products loading totaled 48,589 cars, 9,859 cars below the same week in 1928 and 12,529 cars under the corresponding week in 1927.

Ore loading amounted to 9,438 cars, a decrease of 1,745 cars under the same week in 1928 and 306 cars below the corresponding week two years ago.

Coke loading amounted to 11,258 cars, an increase of 1,048 cars above the corresponding week last year and 2,227 cars over the same week two years ago.

Grain and grain products loading for the week totaled 38,698 cars, a reduction of 14,893 cars under the corresponding week last year and 11,242 cars under the same period in 1927. In the Western districts alone, grain and grain products loading amounted to 26,707 cars, a reduction of 9,052 cars under the same week in 1928.

Livestock loading totaled 25,765 cars, 142 cars above the same week last year, but 8,469 cars below the corresponding week in 1927. In the Western districts alone, livestock loadings amounted to 19,799 cars, an increase of 605 cars compared with the same week in 1928.

All districts reported reductions in the total loading of all commodities compared with the same week in 1928. All districts except the Pocahontas also reported reductions under the same week in 1927.

Thomas A. Carroll

It was with a deep feeling of regret that the JOURNAL received news of the passing of Thomas A. Carroll, advertising manager for E. C. Atkins & Company, Indianapolis, for the last sixteen years, who died suddenly, November 18th.

Mr. Carroll was born in Beaver Falls, Pa., fifty-one years ago, and lived there until 1913. His business association in Beaver Falls was with Emerson, Smith & Company, saw manufacturers. He came to Indianapolis in 1913 and became associated with E. C. Atkins & Company.

Mr. Carroll was a member of the Optimists Club, Chamber of Commerce, Knights of Columbus, Columbia Club, Advertising Club of Indianapolis, and Saints Peter and Paul Cathedral. He was also an officer of the Association of National Advertisers.

Surviving Mr. Carroll are his mother, widow, son, and three daughters, to whom the JOURNAL extends sincere sympathy in the loss they have sustained.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE

ONE "Perfection" Heading-up Machine in perfect condition. $350.00 for quick sale.

One Holmes No. 38½ Crozer in A-1 shape. Price $175.00.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

FOR SALE—F. Trevor 60-inch stave cutter. Has not had much use—is in good condition. Address W. A. Sikes, Portville, N. Y.

STOCK FOR SALE

FOR SALE—40,000 53¾" x 10 ga. Twisted Splice Wire Hoops, ½ cent each.

A. B. HOUTZ & SONS
Elizabeth City, N. C.

SECOND-HAND BARRELS FOR SALE

FOR SALE—Several carloads fresh empty oleo and malt barrels. Also several carloads reconditioned drums, washed. Address JOHN M. REISER AND SONS, 620 Portland St., Baltimore, Md.

BUSINESS OPPORTUNITIES

STAVE AND HEADING OPPORTUNITY

EIGHTEEN thousand acres, partially logged over, Mississippi Delta land, favorably located, very accessible, mill site on good railroad. Gum, elm and oak predominating. A portion of this land was logged over more than ten years ago. For further particulars address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—In the best apple section of the State—Established cooperage and box business. Owner to retire. Wonderful opportunity for a live man. Address "A.L.C.," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Kingston, N. Y., tight barrel manufacturing plant. Located 90 miles from New York City on the West Shore Railroad, with private siding. Price $60,000, including all land, buildings, machinery and equipment, together with present good will. Capacity one thousand barrels daily. Now operating partial capacity. For further particulars write PROCTOR BROS. AND COMPANY, Kingston, N. Y.

FOR SALE—Complete equipment for the manufacture of slack heading and staves. All machines in running order. Priced low Address BERRY LUMBER CO., Doylesville, Va.

WANTED—Towns having an abundance of suitable woods at low prices and healthy labor conditions can hear of sound business proposition by addressing "SUCCESS," care of "The National Coopers' Journal," Philadelphia, Pa.

POSITION WANTED

WANTED—Position as stave jointer. Address ELGY ROWELL, 501 Gregg St., Houston, Texas.

WANTED—Position as slack barrel cooper shop working foreman. Prefer northern or northeastern part of Ohio. Address "SLACK," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as foreman or superintendent of tight cooperage plant by a practical man. Address "TIGHT," care of "The National Coopers' Journal," Philadelphia, Pa.

HELP WANTED

WANTED—Foreman for tight barrel machine shop. Must understand machinery and stock. Opportunity for good man. State age, experience, and references. Address "FOREMAN," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY WANTED

WANTED—One Morgan barrel nailer. Two 32"-knife power stave jointers. Address A. B. C., care of "The National Coopers' Journal," Philadelphia, Pa.

Wooden Barrel Manufacturers' and Dealers' Directory

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

IOWA COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, Box 82, Robinson, Ill.—Dealer in Second-Hand Barrels of all kinds.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
Lebanon Illinois

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

FINGER LAKES COOPERAGE FLAG
LONG—TOP—BUTT—CHAIR
Satisfaction Assured
RAY A. RUSSELL SAVANNAH, N. Y.

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WISCONSIN
SLACK BARREL MANUFACTURERS—ALL KINDS
Tongued and Grooved Barrels Our Specialty

W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

Cooperage Stock & Barrel Shooks
Cooperage — Associated Cooperage Industries — Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD ARKANSAS

TINKLER & WEBSTER, LTD.
National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

Harlan-Morris Mfg. Co. JACKSON TENNESSEE
Manufacturers of All Kinds of
TIGHT-BARREL STAVES, ADL and KDJ, and CIRCLED HEADING
FROM WHITE OAK, RED OAK, ASH AND GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Alabama

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
Chatham :: :: Ontario, Canada

An Opportunity to Quote on Your
COOPERAGE STOCK
Requirements is considered a privilege by
Krafft Cooperage Company
Federal Commerce Trust Building :: St. Louis, Mo.

TURN IT INTO MONEY
Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., LTD. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Bevis Marks House, Goring Street, E. C., 3

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
ALL LENGTHS *Try our Service* SOFT VARIETY
P. T. CASEY
92 West Bayard Street :: Seneca Falls, N. Y.

H. PADUART, Sartrouville, France
Steel Hoops and Wires
of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
EXPORT TO ALL COUNTRIES

Air Dried | *When in the market for* 30x5/8" Ash Pork Staves | Wheel Listed
34x3/4" Red Oak Oil Staves; 36x3/4" Gum Staves
Write to
THE HENNEN COOPERAGE CO., Inc.
Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

YOU
can possibly get along without advertising in THE NATIONAL COOPERS' JOURNAL, but you will get along much better and much faster IF YOU DO USE THE ONLY PAPER THAT SPECIALIZES YOUR CLASS OF BUYERS.

A. M. Welti & Bro.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
10406 Kinsman Rd. Cleveland, O.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chimes and chime mauls
REDLICH MFG. CO., 647 W. Oak St., CHICAGO
Known to the trade for over 60 years

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
Pittsburgh Barrel and Cooperage Company
2723 Liberty Avenue, Pittsburgh, Pa.

Manufacturer of and Dealer in
Slack
Staves
Heading
Hoops
Flour and Fruit Barrels
SKUSE'S COOPERAGE
ROCHESTER, NEW YORK
Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
SKUSE'S COOPERAGE
Cor. Finney and Davis Sts., Rochester, New York

There's Only One Wooden Barrel Paper

—THE JOURNAL IS IT!—

WOODEN BOXES are Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

WOODEN BASKETS, CASES AND FIBER CONTAINERS are all Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

BAGS AND SACKS are Competitive with the WOODEN BARREL.

The JOURNAL STANDS for the WOODEN BARREL!

STEEL DRUMS are Competitive with WOODEN BARRELS.

The JOURNAL STANDS for the WOODEN BARREL!

For over 44 years The JOURNAL has Championed the Wooden Barrel!

It is EXCLUSIVELY COOPERAGE!

Its Allegiance is NOT DIVIDED!

The JOURNAL will take your sales message direct to the buyer, no matter where he is. It's The JOURNAL's business to know where he is, and it does.

Keep this fact in the foreground when planning your advertising for 1930.

IT WILL SAFEGUARD YOUR BUSINESS; PROTECT YOUR TRADE, AND PAY YOU A PROFIT!

THE NATIONAL COOPERS' JOURNAL
- ESTABLISHED 1885 -
Philadelphia

Tight Barrel Circled Heading

FIFTY years of continuous service to the cooperage industry has not been without its effect. Evidence that our products meet with the present day demands is found in the fact that many of our customers buy from us exclusively, year after year.

We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.

Jackson **Tennessee**

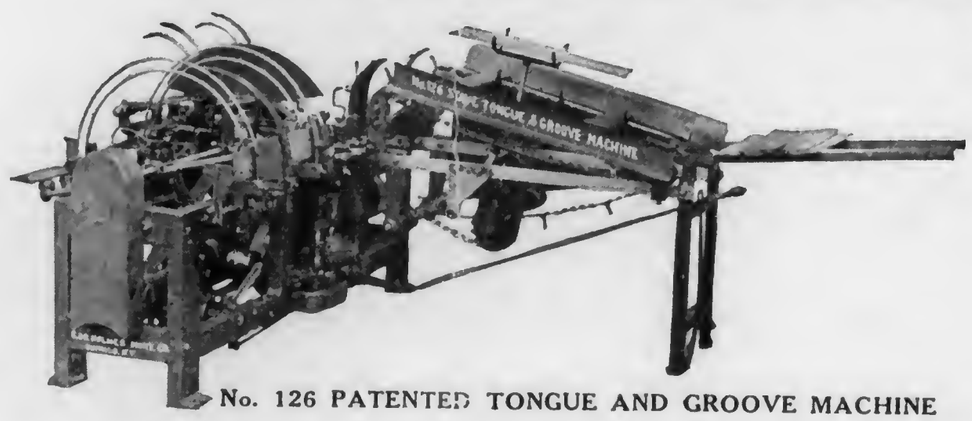
OVER FIFTY YEARS IN THE BUSINESS

The Best Life Insurance For

SLACK BARRELS

is Tongued and Grooved Staves

Buy the Holmes Machine



It Gives Best Results

No. 126 PATENTED TONGUE AND GROOVE MACHINE

E. & B. HOLMES MACHINERY COMPANY

45 CHICAGO STREET BUFFALO, NEW YORK, U. S. A.